

Leslie's

Illustrated Weekly Newspaper
Established in 1855

TWO YEARS OF WAR

COST IN DOLLARS

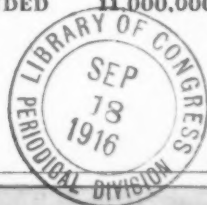
GREAT BRITAIN	\$7,670,000,000	GERMANY	\$9,075,000,000
FRANCE	6,643,000,000	AUSTRIA	3,000,000,000
RUSSIA	4,118,000,000	TURKEY	2,000,000,000
ITALY	2,464,000,000	BULGARIA	150,000,000

TERRITORY CONQUERED

Allies hold in	Square miles	Teutons hold in	Square miles
EUROPE	700	BELGIUM	11,000
ASIA	52,000	FRANCE	9,000
THE PACIFIC	96,000	RUSSIA	80,000
AFRICA	600,000	BALKANS	25,000
ALLIES GAIN	748,700	TEUTONS GAIN	125,000

LIVES LOST 5,500,000

MEN WOUNDED 11,000,000



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IN THIS ISSUE B. C. FORBES WRITES OF FORGAN, CHICAGO'S GREATEST BANKER

Gentlemen: We offer you Harmony Pipe Blend as the newest discovery in the art of blending tobaccos ♪



Announcement ♪ Harmony Pipe Blend has accomplished something NEW in smoking tobacco. It has succeeded in so intimately blending (or harmonizing) several different choice imported and domestic tobaccos that it has in reality produced a new, more delightful smoke-flavor—*absolutely without a trace of discord.*

Each of these tobaccos plays its own part in giving Harmony its cool and characterful flavor. One is used for

its exquisite *aroma*—one for its “fruity” *richness*—one for its delicate *pungency*—one because of its unusual *sweetness*—and one for its full, mellow “*body*.”

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September 14, 1916

"Shot by the Germans as a Franc-Tireur"

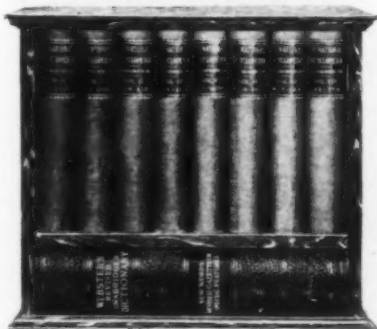
is the way one prominent daily refers to the recent execution by the Germans of Captain Charles Fryatt of the British steamer Brussels.

What is a Franc-Tireur?

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LESLIE'S

ILLUSTRATED WEEKLY NEWSPAPER

The Oldest Illustrated Weekly Newspaper in the United States
Established December 15, 1855

EDITED BY JOHN A. SLEICHER

"In God We Trust"

CXXIII

THURSDAY, SEPTEMBER 14, 1916

No. 3184

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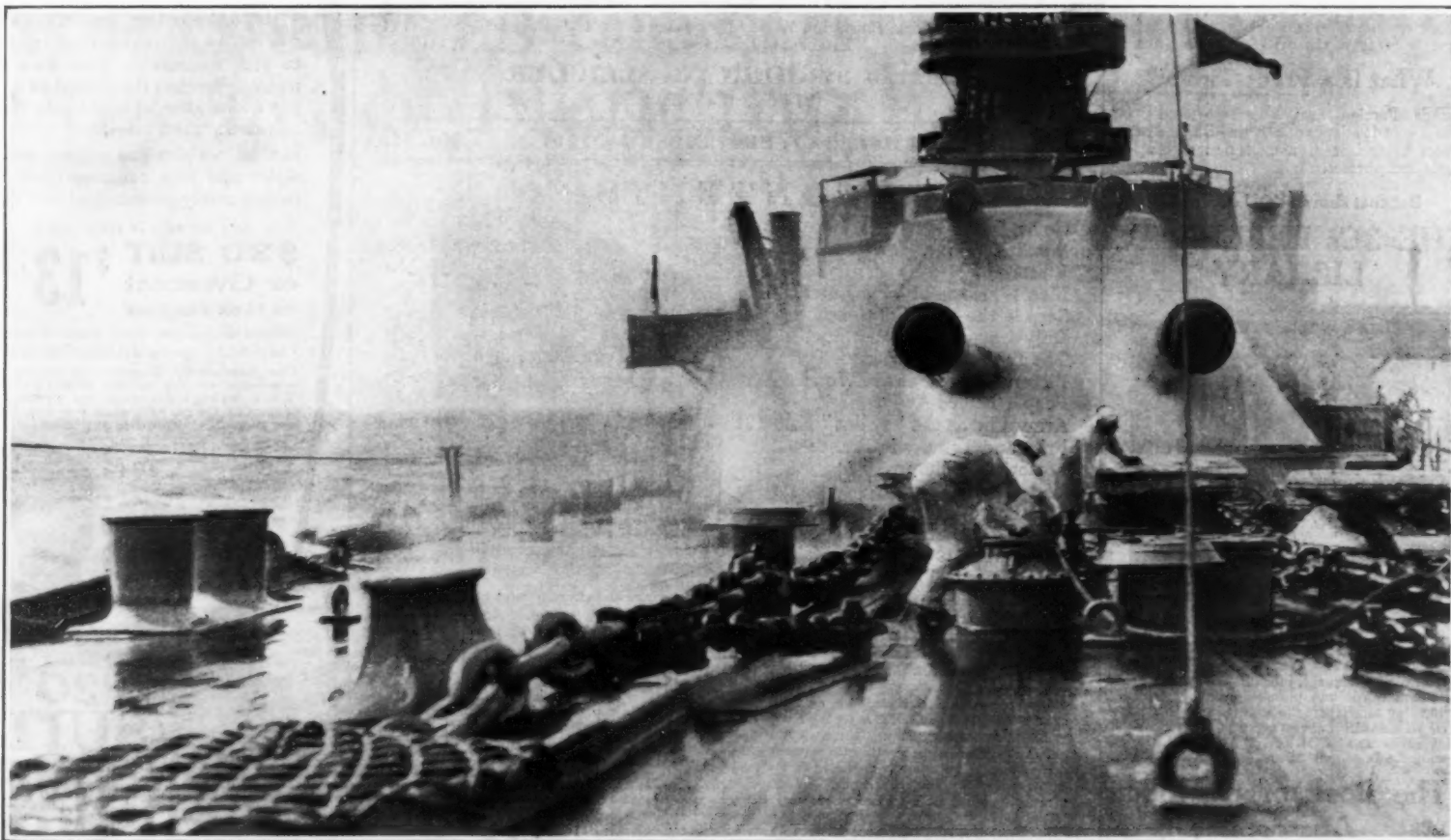
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BATTLING WITH A HURRICANE

PHOTOGRAPHS BY LIEUT. COM. JAMES B. GILMER, U. S. N.



THE BATTLESHIP NEW YORK NOSING INTO THE STORM

A tropical hurricane that swept the Gulf and Atlantic coasts, struck the United States battleship *New York* on August 22d, while she, with 87 other war vessels, was engaged in the annual war game. This photograph shows the *New York's* forward deck as the waves and spray

began to come aboard. The men are batten down the hatches. These pictures were taken during the storm, developed, printed and mailed on shipboard within two days. Another tropical storm caused the loss of the cruiser *Memphis* and twenty lives at Santo Domingo, August 29th.



WHEN THE SEAS RAN MOUNTAIN HIGH

This picture was made at 2 P.M., when the storm was still increasing in fury. It did not reach its full intensity until about 6 P.M., when the wind blew 90 miles an hour. Owing to mountainous waves, blinding rain and darkness it was impossible to make photographs at that time.

During the worst of the blow the *New York* rolled 34 degrees, one sailor lost a leg, another a finger and many their dinners. The cage masts were bent, ventilator cowls broken and there was a great smashing of crockery. But the *New York* kept right on in the war game.

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EDITORIAL

LET THE THINKING PEOPLE RULE!

ARE WE HELPLESS?

ARE the people of this country helpless to defend themselves not only from enemies from without, but also from enemies within?

Can four men at Washington issue a secret order to strangle railway traffic, put an embargo on our food supplies, threaten national starvation, deprive babies of their milk and the sick of the necessities of life?

Is the just principle of arbitration, now receiving worldwide support, to be crucified on the cross of labor unionism?

Is our President and is our Congress powerless to preserve the peace and order that the public welfare demands?

Is the Sherman Anti-Trust Law not enforceable alike against labor and capital if either seeks to restrain trade?

Is class legislation to take the place of legislation for the common good?

If so, the nation is not only helpless, but its future is hopeless.

THE TRAINMEN'S TROUBLE

TWO things hurt the cause of the Trainmen Brotherhoods and swiftly influenced public sentiment adversely to their demands. One was the disclosure that the demand for an eight-hour day was not intended to limit the time of service of the trainmen to eight hours, or to shorten the working day for health and comfort, but that it simply meant that they were willing to work the present ten hours or more, and demanded overtime after eight hours—the same pay, with a reduction of 20 per cent. in the day's work. It would have been far better to frankly demand an increase of pay rather than to lead the public to believe that an eight-hour working day was sought.

The second injurious factor was the astonishing disclosure that an order for a strike prepared as long ago as August 14 had been sent out at the very time that President Wilson was earnestly endeavoring to secure Congressional action by which a settlement could be reached and a strike could be avoided. There is no question that the protests against the strike that poured into Washington from chambers of commerce, boards of trade, merchants, business men and railroad employees themselves impressed the President with the need of proceeding with more caution in settling a dispute that threatened to tie up the railway traffic of the country.

The President's precipitate action in favor of the eight-hour demand, with arbitration afterward, was severely criticized. It was generally felt that arbitration should come first, as a very serious question had arisen regarding the cost of the proposed increase—the trainmen giving the figures at \$20,000,000 and President Rea, of the Pennsylvania Railroad, estimating it from \$50,000,000 to \$100,000,000, and, if the eight-hour day were accorded to all the employees of the railways beside the trainmen, an increase of from \$200,000,000 to \$300,000,000.

Resentment over the unexpected action of the Brotherhoods was manifested at Washington and it was intimidated by one Democratic leader that if matters were carried with too high a hand, the labor exemption clause in the Clayton bill would be repealed. This is the clause that Mr. Taft would not accede to and which Mr. Wilson accepted with great reluctance. It should never have been included in the law, for class legislation is not desired by the American people.

WHERE WOULD WE BE?

BY HOWARD ELLIOTT

THOSE who made the American nation what it is to-day worked long and hard.

The spirit of hard work now seems to be lacking and we hear constantly that eight hours or less work a day is all that a strong, healthy man should do. Where would the United States now be if our forefathers had been content with eight hours' work a day? Where will the United States be in the race for future commercial supremacy among the nations if this spirit continues? We have ships to build, railroads to develop, an army and navy to be manned, and countless tasks to perform. Every patriotic man should give the best that is in him, not the least, if we are to avoid serious difficulties at home and abroad.

From the standpoint of the public, a great railroad strike, with all its suffering, is inconceivable. There was no occasion for a hasty decision. Too much was at stake. The trainmen made their demands and so did the railroads. The President felt that it was fair to consider the contention of the railways that they could not meet the added obligation unless they were granted an increase in rates and an assurance of arbitration of future difficulties. While the President was earnestly endeavoring to bring about the necessary legislation to this end he was suddenly advised that the strike order had gone out.

The unexpected action of the trainmen gave a shock to the American sense of fair play. The Brotherhood leaders evidently felt that so many concessions had been made to the demands of political labor leaders by Congress, that the Congressmen were in fear of the labor vote at the approaching election and would do anything to cater to it. The issuance of the strike order was accepted as a challenge to the Congressmen, and the New York World, sustaining President Wilson, did not hesitate to say as much and to add that "the Congressman who fears the labor vote under such circumstances is a fool as well as a coward. The average laboring man is as much opposed to a railroad strike as any other member of the community. Relatively, he would suffer more by it." There is an admonition, also, in the statement sent out by Cardinal Gibbons that "if we have strikes, we are hurting the poor. The laborer is worthy of his hire, but if we are too severe toward capital, we will beggar the nation."

The failure of the Newlands law to meet just such an emergency as has recently arisen at Washington emphasizes the need of an amendment to the statute that will make it both workable and enforceable. The principle of arbitration still holds good.

FAIRNESS IN POLITICS

FAIRNESS! Will there ever be a sense of fairness in the discussion of party matters by partisans? Probably not as long as the people fail to follow closely the acts of our legislative bodies and accept as truth what stump speakers tell them. Distortion of the record by party spokesmen at political conventions is so notorious that we all expect it. If good legislation has been accomplished the party in power always claims the credit. Has bad legislation been enacted, then the party in power puts the blame on the opposition. It is not always easy to do this but party orators ingeniously twist facts to suit their argument. They tell half truths which sometimes are worse than falsehoods and then chuckle over the ease with which they can "put it over" the credulous voter.

At the Democratic National Convention at St. Louis, for instance, that shining light of Kentucky, the rotund, vociferous Ollie James, gave his party all the credit for the enactment of the Federal Reserve Law. He said that when the bill was introduced its opponents charged that it would create a panic, but the bill was passed and Ollie inquires, "Have we had a panic?" The Senator from Kentucky knows perfectly well that the banking bill, as introduced, was far different from that which was finally enacted and that only when prominent Democratic bankers from the South pointed out its dangerous and unworkable provisions and its glaring defects would men like Ollie James listen to the protests of bankers from all over the country. The bill as finally enacted follows closely the Aldrich bill that Democratic Congressmen refused to support. Senator James knows too that when the banking

bill was finally amended so as to make it workable it had the hearty support of many leading Republican members of Congress. There were 73 bankers among the delegates who heard Mr. James's speech at St. Louis. What do they think of his prevarication?

LET THE PEOPLE RULE!

A BEGGAR arrested in New York recently had a bank book showing deposits of nearly \$2,500.

The debt of the City of New York is \$150,000,000 greater than the interest-bearing debt of the United States.

Robbers stole \$400 from a county jail in Indiana. It had been deposited by a local bank for safe-keeping over Sunday.

Patrick Calhoun, formerly the trolley prince of San Francisco, rated at \$14,000,000, recently testified that he was worth \$4.55.

A postmaster of a little village in Pennsylvania with a salary of \$32 a year has offered his resignation, but can get no one to take his place.

The policemen of Santa Monica, California, appear on the beach daily with empty barrels to drape those whose bathing suits are too scanty.

Massachusetts troops on the Mexican border complained to Senator Weeks that they had received only \$6 pay from the Government in two months.

A man in Long Island recently gave a stranger \$5,000, the savings of thirty years, in return for a machine that it was said would double any one's money.

Because he had been refused permission to run his father's automobile while his wife was given that privilege, a New Hampshire farmer shot his wife fatally.

In Michigan a man is suing a trucking company for \$5,000 damages for an accident which broke his jaw and deprived him of the pleasure of chewing tobacco.

In a San Francisco court a scientific lecturer who believed in eternal youth said to the presiding judge: "I don't care what I eat. I would eat wood or sticks."

A stranger in a Boston auction shop induced an eleven-year-old lad to give him two dollars, which he was keeping to purchase a watch, and disappeared with the money.

And the people rule.

THE PLAIN TRUTH

CHEAP! Complaint is heard about the apathy of the people regarding the outcome of the Presidential contest. We have cheapened citizenship in this country until many voters have been led to neglect the greatest duty that devolves upon them and the greatest right they enjoy, namely, the duty to vote and the right of citizenship. We have cheapened the suffrage until the ignorant regard it as a matter of merchandise. The party leaders have an obvious duty to perform. There is plenty of work for them to do and they are not doing it.

RULE! An appreciative reader at Ashland, Wis., wants the motto of LESLIE's changed. He says he believes that it should read: "Let the correctly thinking people rule." He adds that "everybody thinks but too many think wrong," and that "it takes education, training, experience and Christianity to enable one to think correctly." All of which is true, yet our motto stands, for part of its significance is in its brevity. Another appreciative reader, at Minneapolis, says: "I enjoy reading the splendid editorials in LESLIE's because they tell us facts and do not bear the earmarks of yellow journalism. I also admire the illustrations and the explanatory statements with each because they make everything so clear that there can be no misconception as to what has taken place all over the world." For sixty-one years LESLIE's has held a unique place in the journalism of the United States as the great "Illustrated Weekly Newspaper" and never before has it had so many readers.

FARMER! Much fuss was made over the passage of the "farm credits" bill at Washington, in the face of protests that it was unnecessary and impracticable. Secretary McAdoo went to New England to show the farmers the benefit of the new law, but the farmers said they did not need it. The news dispatches report that only twenty persons attended Mr. McAdoo's conference at Augusta, Maine, and William J. Thompson, Master of the State Grange, said: "The farmers are not burdened with extortionate interest." Another farmer said he thought the new law was unworkable. At Concord, New Hampshire, a number of bankers and farmers attended Mr. McAdoo's conference and he was advised that "all the capital and all the money a New Hampshire farmer can reasonably ask for he can get in New Hampshire at as low a rate as the Federal Government should offer." It looks as if the farmers understood their needs better than do the legislators at Washington. The farmer vote is elusive.

MEN WHO ARE MAKING AMERICA

JAMES B. FORGAN, THE SCOTCH IMMIGRANT BOY, WHO IS NOW THE GREATEST BANKER OF THE WEST

BY B. C. FORBES

EDITOR'S NOTE:—This is the eighth of Mr. Forbes's series of fascinating articles about the big men of America. Next week he will write about H. P. Davison, of J. P. Morgan & Co.

"I WISH my career was beginning instead of drawing to a close."

A sigh of regret accompanied these words, by James B. Forgan, the greatest national banker in Chicago, if not the greatest in the whole country.

I had asked Mr. Forgan whether the opportunities for young men were as great to-day in the banking field as when he won his spurs.

"There are certainly at present," he declared, "greater opportunities than ever before and more of them for young men entering the banking business. Banking in this country is now in an evolutionary stage. The deplorable European war has created the opportunities and the Federal Reserve system—not yet fully understood or appreciated—affords us the means of taking advantage of them."

"We are just at the beginning of an era of banking development in this country through which our banking system will take its place among and rank with the great banking systems of Europe in national and international trade and finance. The prestige and power of these older systems for years to come will be seriously weakened and 'their extremity will be our opportunity.' There are untold opportunities ahead for competent bankers ready to take advantage of them."

Fearlessness and a superlative sense of honor are outstanding characteristics of James B. Forgan. Let me recite an incident illustrative of the man Forgan is.

A friend was in Mr. Forgan's office one day when a visitor came in and engaged Mr. Forgan in conversation at the far side of the office.

The two talked together quietly for some time, but the banker then began to exhibit symptoms of annoyance. Presently Mr. Forgan jumped up and angrily ordered him out of the office.

"Excuse me for having acted this way," said Mr. Forgan, returning to his friend, "but what do you think that fellow put up to me? He tried to bribe me to make him a loan with the bank's money."

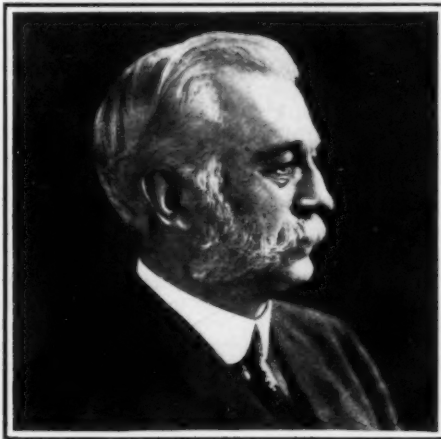
KEPT HIS EYE ON THE BALL

Very early James B.—the "B." is for Berwick—Forgan learned the value of keeping his eye on the ball whether playing the game of life or of golf. His father was a golf-ball and golf-club maker at St. Andrews, that ancient seat of learning and of "the royal game," one of Auld Scotia's most historic, picturesque, and revered towns, once the see of Scotland's patron saint, where stood for centuries a cathedral "of which the very ruins are stupendous." He learned how to swing a club before he aspired to become a cashier.

Unlike the majority of men who have made an impress upon American history, young Forgan started without the handicap of poverty or a poor education. So expert was his father that he built up a business which employed quite a number of men and yielded him a very considerable fortune, the Forgan product having been in demand all over the world. They were godly people, Mr. Forgan's parents, and had the satisfaction of seeing two of their sons become ministers, while the only daughter married a member of the cloth. James B. and David R. became bankers while the other son succeeded to the father's business. Incidentally, the business has been shot through and through by the war, the present head of it, Mr. Forgan's nephew, having been at the front as an officer for the past two years, while some 30 of the workmen have also entered the service, leaving only old or infirm workers.

From Madras College, St. Andrews, James B. went to Forbes Academy where his uncle was rector for half a century and head of the boys' private boarding school connected with it. On graduating he was given the choice of entering the famous St. Andrews University or going into business. A local lawyer had discerned the makings of a legal luminary in the youth and induced him to enter his office. It was young Forgan's intention to attend the necessary classes in the university and study law at the same time, but his employer died and another lawyer, who was local agent of the Royal Bank of Scotland, got hold of him. So James B. Forgan became an apprentice banker.

The ambition of most Scottish youths, like those of Germany, is to go farther afield and see the wider world. On finishing his three-years' training, Forgan got a job with the Bank of British North America, in London, as a stepping-stone to service across the Atlantic, the goal of so many ambitious Scotsmen. In 1872, when 20



JAMES B. FORGAN
Chicago's greatest banker and a power in international finance.

years of age—he was born in 1852—he was sent to Montreal, then to New York, and next to Halifax.

The Bank of Nova Scotia spotted the clean-cut young giant, noted his ability and engaged him as paying teller. He worked conscientiously, studied banking from every angle, and won the confidence of his superiors.

Then he had what he calls "a stroke of luck."

The manager of the branch at Yarmouth had diphtheria in his family and was quarantined. Someone had to be sent to take charge without delay. Teller Forgan was the bank's choice.

"When can you go?" asked the general manager, Thomas Fyshe.

"Right now," Forgan replied.

"I didn't—and don't—believe in procrastinating when

Opportunity knocks at the door," Mr. Forgan has since said. "I hurriedly packed my bag and caught the first train out."

"I believe there is some mysterious influence outside of ourselves which gives us opportunity to seize opportunity. If I had not proved efficient, the opportunity would not have come to me—it would have passed to someone ready to grab it. So, I believe in the destiny that shapes our ends—and in keeping your powder dry!"

When at Yarmouth he was asked to make a thorough inspection of the branch bank. He did, and his report was as exhaustive and lucid as research and care could make it. The finished document stamped him as a master-banker in the eyes of the directors. They had him inspect other branches.

His Scotch thoroughness, plus brains, won him that coveted prize in the life of every aspiring bank clerk, appointment to an official position. He was made manager of the bank's Liverpool, Nova Scotia, branch. Other promotion followed. Expansion necessitated the election of a regular Inspector of Branches, and young Forgan—he was then only 30—was the man chosen for this responsible work. The compilation of that first report was still bearing fruit.

The United States was virgin territory. The Bank of Nova Scotia had never ventured to invade it. But the directors were progressive. They were anxious to conquer new fields. Why not enter the heart of the States?

Hadn't they a level-headed, forceful young officer who had proved himself equal to any task? Let him blazon the trail.

At 33 James B. Forgan set out to establish a branch at Minneapolis. He knew business and how to handle business men. He had given special study to credits, having learned in the school of experience that one of the easiest ways not to make money is to make losses. His early steeping in the theory of banking had been supplemented by practice in many places and under various conditions; he was not superficial. Already his name and fame were not unknown in financial circles.

BUILDING UP A BANK

His work in Minneapolis quickly told. Beginning modestly, the business grew. And James B. Forgan was recognized as bigger than his position. Within three years the important Northwestern National Bank of Minneapolis offered him its cashiership. Here also he applied himself to building up his institution. His previous experience enabled him to multiply the bank's connections and ramifications. The Northwestern became one of the strongest institutions in its section and Forgan had carved for himself a niche among America's leading bank executives.

Lyman J. Gage took note of the young banker's progress and in 1892 took Mr. Forgan into the First National of Chicago as first vice-president. A spell of ill-health delayed his acceptance of the presidency when Mr. Gage became Secretary of the Treasury, but on his recovery (in 1900) he stepped into the highest banking position in Chicago.

Under James B. Forgan's presidency the assets of the bank grew from \$49,379,862 on January 9, 1900, to \$258,412,781 on January 31, 1915, and the deposits from \$43,264,378 to \$219,916,039.

On January 1, 1916, Mr. Forgan was made chairman of the board, but he is still active in the business.

Those impressive figures, though almost unmatched in American banking annals, do not tell the whole story of Mr. Forgan's achievements.

No man can do much working alone; Mr. Forgan early realized the value of inspiring and enthusing those working with him, and, to this end, he established in 1903 a generous pension fund for employees. He is as solicitous for the welfare and advancement of the youngest office-boy who comes under his wing as for the officers. He used to have a long, fatherly talk with every new boy entering the bank, impressing upon him that the shaping of his career would begin from that moment and advising him how to so comport himself as to win promotion. A banker now occupying a high position once repeated to me the substance of the talk Mr. Forgan gave him the day he entered the bank; little wonder Forgan institutions always forged ahead, for everyone was fired with the right spirit.

(Continued on page 298)



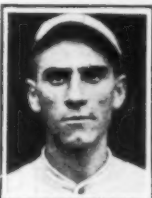
FIRST NATIONAL BANK OF CHICAGO
Home of the great institution built up to colossal size by Mr. Forgan.

SEEN IN THE WORLD OF SPORT

BY ED A. GOEWY (THE OLD FAN)



SUMMER-TIME HEROES



Al Betzel

If Al Betzel's physique were as great as his ambition, he'd be the co-ossus of the green diamonds. Though but five feet six inches in height, he aspires to be as great a second baseman as was his manager, Miller Huggins, in his prime, and his work for the Cardinals this year indicates that the near future may see him realizing his ambition. When he was pasturing in the "bushes" he signed his full name, Christian Frederick Albert John Henry David Betzel, to the payroll; but once in the big show his team mates



Ernest Koob

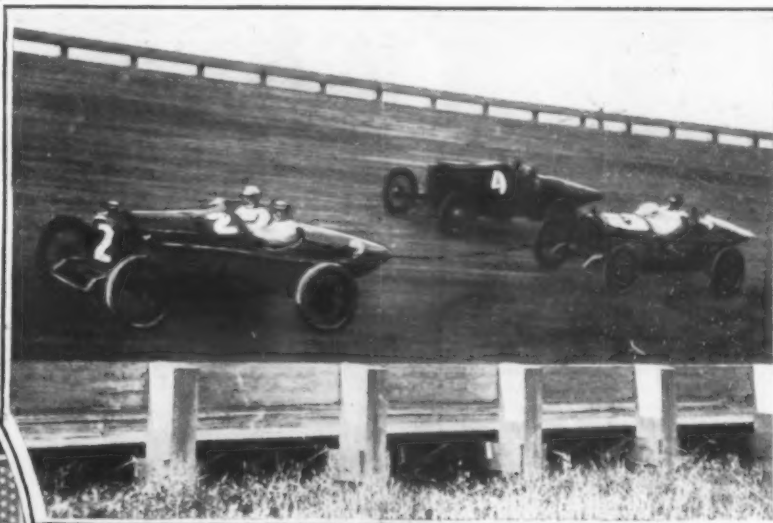
promptly ordered him to forget the entire list and they rechristened him "Bruno." The season's record in scoreless innings recently was hung up when the Red Sox and Browns battled for seventeen innings to a scoreless tie. The game served to make young Ernest Koob, of the St. Louis team, one of the most-talked-of south-paws of the season. Hardly more than a year ago he was pitching for a little fresh-water college in Michigan. It was some jump from the campus to tossing seventeen scoreless innings against the World's Champions.

DULUTH HAS GIRLS' CHAMPION EIGHT

The girls' eight championship of America was won recently at the National Regatta at Duluth by the crew carrying the colors of the Duluth Boat Club. The half-mile course was covered in 3m. 20s. The pretty misses who won this unusual honor were Minnie Parsion, bow, Ruth Hudson, Roberta Ritchie, Ila Whiteside, Nina Morey, Marion Lutes, Harriet Kugler and Edna Morterud, stroke. The girls, whose ages ranged from sixteen to eighteen years, were coached by "Sam" Wright. Julius H. Barnes, one of the largest exporters of grain in the United States, is the father of modern Duluth rowing. In the early days of the rowing game there he stroked one of the victorious crews, and the sport now has become his principal hobby. He has contributed both time and money to the upbuilding of the powerful organization of oarsmen which was the sensation of the last two national regattas.

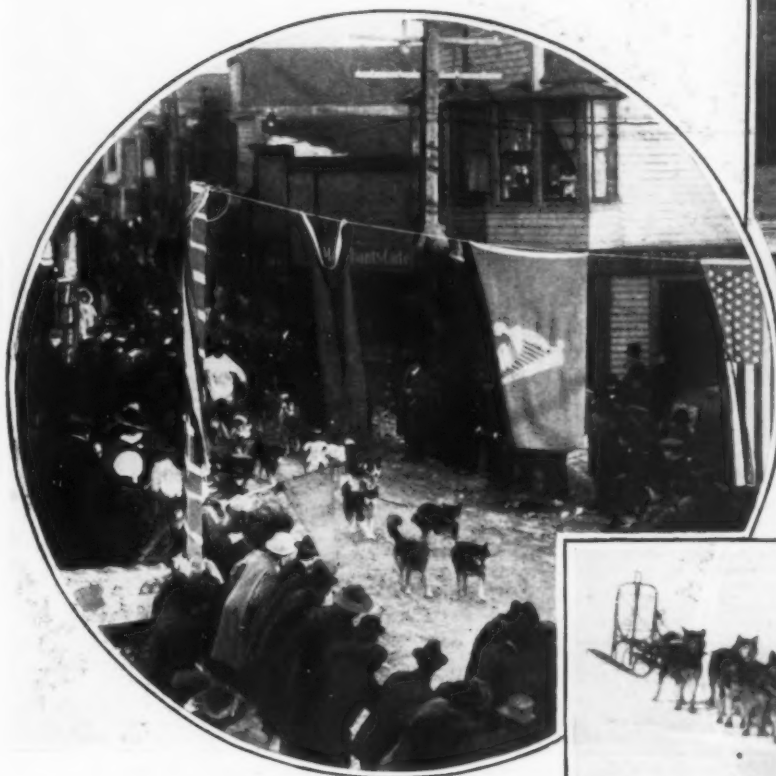


JULIUS H. BARNES
He put Duluth on the rowing map.



DARIO RESTA, KING OF SPEEDY DRIVERS

In winning the recent Grand Prix automobile race at Chicago, Dario Resta, daredevil racer and speed marvel, clinched his claim to the title of the greatest driver in the United States to-day. Resta's average speed was 100 miles an hour, and he covered the final lap of 50 miles in 29:52:49. Lewis was second and Galvin third. Resta has won all of the five professional races held on the Chicago track, covering a distance of 1,054 miles. His winnings were \$51,000, or about \$50 a mile.



RACING AGAINST TIME AND JACK FROST

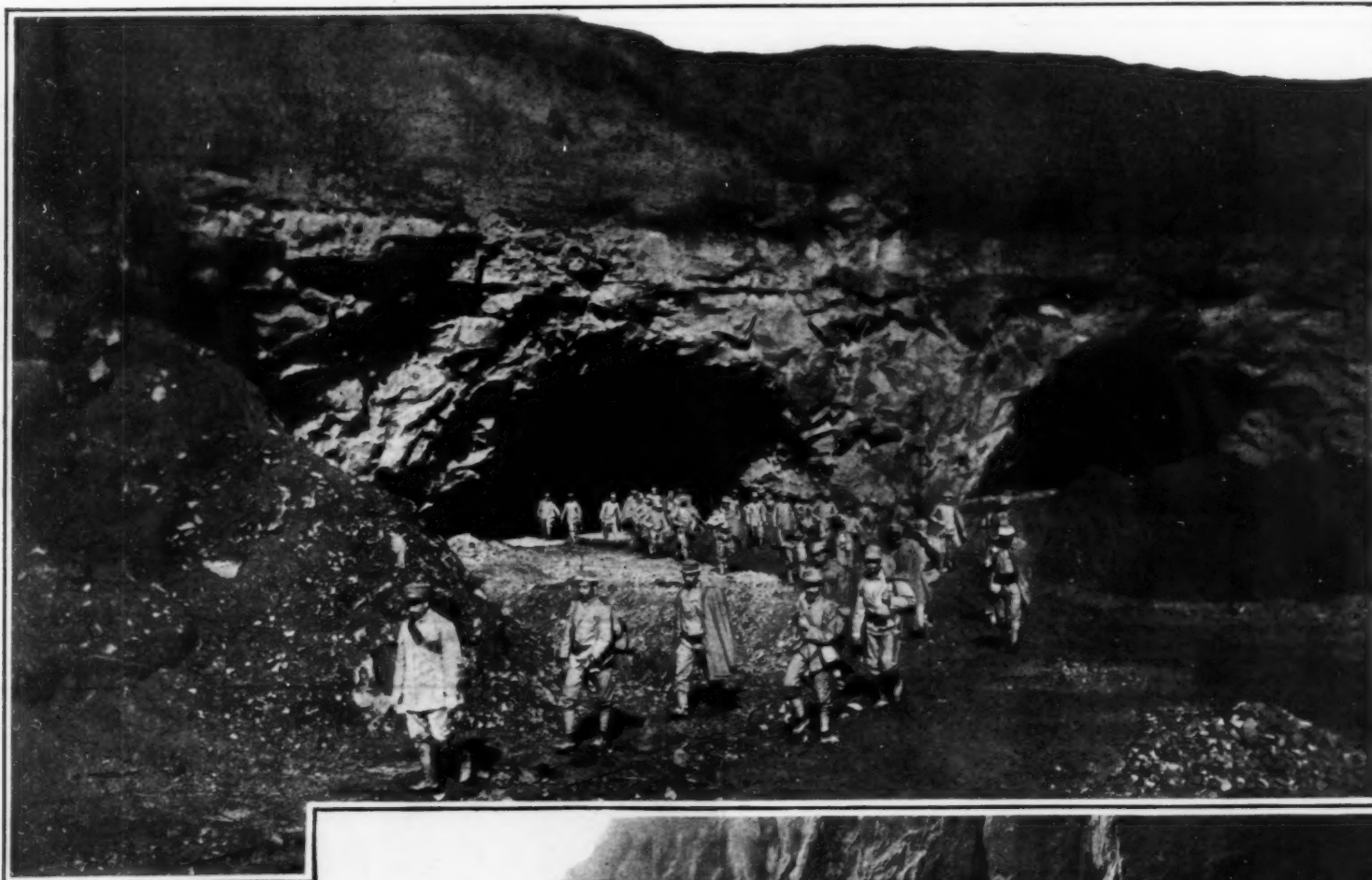
Probably few races have been run against greater odds than this year's all Alaska sweepstakes event, in which five dog teams with their sledges and drivers participated. The race was from Nome to Candle and return, and the winner, Leonhard Seppala and his Siberian dogs, covered the distance, 408 miles, in eighty hours thirty-eight minutes and five seconds. The other drivers were Fred Ayer, Bobby Brown, Fay Delzene and Paul Kiegsted. Delzene was second in 82 h. 14 m. 7s. Over much of the course the racers battled against



a terrific storm—whirling snows, howling winds and stinging frosts being a few of the handicaps encountered over many miles of long, barren trail. The pictures show the winners finishing at Nome and Seppala and his dogs. The race keenly interested all Alaskans.

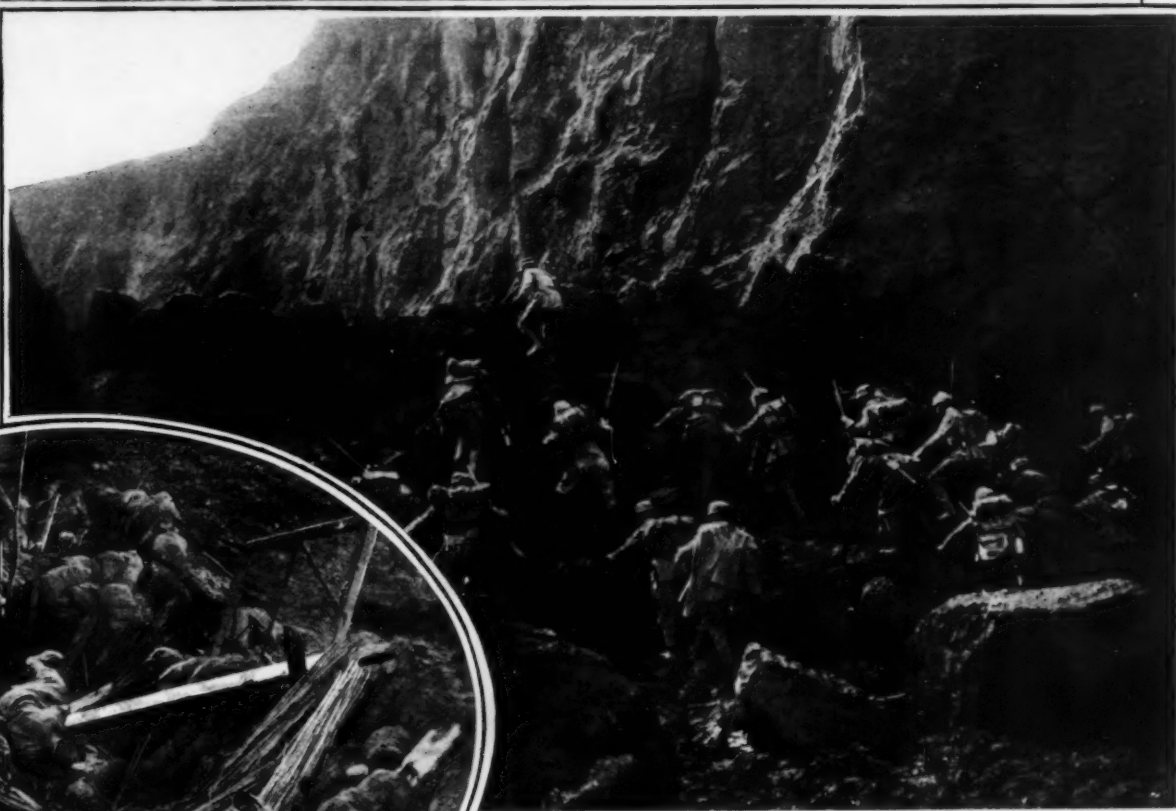
ITALY'S ASTOUNDING WARFARE

FROM DONALD C. THOMPSON, STAFF WAR PHOTOGRAPHER FOR LESLIE'S



TUNNELING UNDER A MOUNTAIN

The mouth of a sap that the Italians ran for more than a mile under a mountain and by means of a mine located at its farther end literally blew a fortified mountain out of existence. So far Italy has been fighting only the Austrians, but on August 28th the government at Rome declared that a state of war existed between Italy and Germany.



CHARGING OVER AN ALMOST IMPASSABLE ROUTE

Italian soldiers scrambling over jagged rocks in a charge against an Austrian position that had been blown up by a mine. The Italians and Austrians have carried on the most laborious of campaigns, and comparatively little has been achieved in the Alps. The Italian successes have been greatest along the Isonzo River.

WHAT THE VICTORS WON AT GREAT COST

To the left—corner of an Austrian trench taken by assault. The figure in the greatcoat at the upper end of the trench is an Italian soldier viewing the remains of the Austrians who, a few hours before, were gallantly defending their little stronghold.

THE INFERNO OF VERDUN

A GERMAN SOLDIER'S STORY OF THE GREATEST BATTLE OF HISTORY

BY FRITZ ARNO WAGNER, SPECIAL CORRESPONDENT FOR LESLIE'S

EDITOR'S NOTE.—Here is the plain, uncensored tale of a soldier in the army of the German Crown Prince, who took part in the drive on Verdun. Mr. Wagner was sent to Germany to cover the war for LESLIE'S, and unexpectedly found himself a soldier. Thanks

to the wound which terminated his experiences at Verdun he has had opportunity to prepare this story for LESLIE'S—in many respects the most striking narrative that has come out of the war. The continuation next week will take the reader into the heart of the battle.



CAPTIVE BALLOON BEFORE VERDUN
This photograph of a German balloon was made from the French lines. The picture gives a good idea of the lay of the land where some of the heaviest fighting of any war has occurred.

WHEN witnessing the most ferocious and unparalleled battle in this war, the battle round Verdun, which at this writing has raged 125 days, and when listening to the most monstrous bombardment the world has ever heard of, one must remember the words ascribed to General Sherman: "War is hell!" I find this definition not drastic enough for the fighting in the Verdun sector. On both sides the struggle goes on with such doggedness and ferocity and the effects of the heavy artillery are so tremendous that the whole is far beyond anything man can imagine.

On April 10th General Pétain, the French commander at Verdun, pretended in a report that the heroic efforts of the French Eleventh army had broken all attacks of the soldiers of the Crown Prince; and at the end of April the French news service reported that the battle of Verdun had come to an end. Still at the time of this writing the fighting continues, although the French and English press on June 21st speaks about a lull in the Verdun battles, attributing it to the Russian offensive.

I shall try to give an idea of how tenacious the fights are, but there seems to me no pen and no tongue to describe them. I present no sensational fiction, but the truthful chronicle of a German regiment during two weeks after Easter. The same tragedies that you will read of here find daily their repetition in the fighting of the many other German and French regiments at the Verdun front.

On one of those velvet-smooth green fields, in northern France, the — regiment passed in review before the commanding general of the — army corps. The colonel had addressed the men, expressing his satisfaction and wishing them a happy 10 days, while he took a leave of absence. A week later the order came: "Ready for transport!" "We go to Verdun," was the united opinion of the men. Before the outgoing mail was stopped there was a feverish writing of letters in all houses where the men were located. Three days passed. The companies went every morning for regular drill. The population watched and greeted some of the men; their relations had been good.

On a Thursday in April, the companies hardly had gained their quarters when orders came that at 11:30 a. m. the 2nd battalion must be ready to march to the nearest railroad station. It was at 10:55 a. m. that the battalion had returned from the drill field. In every quarter there was a quick packing and with a friendly good-by to the French population, the men marched out of the village, led by a band.

OFF FOR THE VERDUN FRONT

After a night's railroad trip the regiment walked north of the Argennes and a two-day march brought it to a great chateau with farms where the companies found quarters. From bottom to top the buildings were packed with field-grays.

In the wonderful park of the castle filled with old pines and poplars, and belonging to a French baron, who was an artillery officer at the front, as I was told, the men passed an agreeable sojourn. The next morning the colonel came back, greeting his men with the news that they would stay in the castle for about a fortnight. "That is mighty good of the colonel, for we will not often have opportunity to live in a castle," said some. Although it was known that the fighting round Verdun was terrific, the men did

not worry about the fact that they were going there. They were true soldiers, soldiers with all their souls.

Now there began a severe drill. Exercise-trenches were constructed and sham fights with another regiment started day and night; gas-attacks, night-attacks with mines, hand-grenade battles, just as if the regiments were on the firing-line. Officers and men were kept busy day and night. It seemed as if

knowing to which part of the Verdun front we would go. At noon the Meuse was crossed and the 2nd battalion was thus on the left side of the river.

Along the road came always the order: "Keep to the right!" to let provision-ammunition-transports and ambulance cars pass; other regiments came back from the firing-line. "Where do you go?" "Don't know! Where do you come from?" "Don't know!" These are the laconic questions and answers whenever one regiment passes another.

The village of S— came in sight and the men gave more attention to the thundering of the cannon which became louder and louder. When night fell, numberless star shells made a wonderful spectacle and showed from time to time the road, and all that was left of the villages, the latter showing in the light of the star shells as if projected on a screen. The road became very bad, the artillery fire having left nothing but craters, débris and ruins.

The files stopped and coffee and bread were distributed. After the men had satisfied hunger and thirst, company after company started, every officer having his orders. The captains of the companies sent their horses back and walked. "Keep the file," the officers shouted, an order that was hard to execute, as the terrain presented too



MOVING TOWARD THE FRONT
German soldiers being moved through northern France by train. They are here shown having lunch while the train is stopped at a railway station.

the general would have every lieutenant acquire the skill of an experienced captain and make of every private a corporal of absolute dependability.

The command "Face about, march!" had disappeared in the exercise. "A German must not know it, he must know only how to advance," said the major.

Every man gave his best and during a great sham-battle the 7th company of the regiment had proved above all expectations. The general and staff officers had watched eagerly all maneuvers, and, to judge by their features, they were satisfied. "I can rely upon these officers and men," said the general, a well-known figure in the army.

The major of the 2nd battalion expressed his satisfaction to the 7th company by getting a permit from the commander to arrange for officers and men a hunting-day in the romantic woods of the Argennes. It was one of the happiest days the company ever had and the next morning the goulash-cannon offered wild boar.

AN ARMY MOVES AT NIGHT

At noon the men were informed of the stopping of the mail. Naturally they knew that once the mail is stopped we were going to move. And when one entered the castle the next morning, there was not one field-gray to be seen; they had disappeared overnight, silently like a fog, and none of the population could tell which direction the regiment had taken.

During the morning the 7th company was leading the 2nd battalion, marching along a railroad line in construction. That line went to the Argennes. Officers and men were in best of spirits. Nothing officially was known, but the men guessed that they were bound for the Verdun front. The sun rose, the sacks became heavier and the feet burned. It was not a pleasant march along the railroad line and the captain ordered a song. Although not all felt like singing, the first part of the company started: "Joyful is the soldier life, tralalala," and soon the whole company forgot all its difficulties. At noon we reached a small village on the Meuse, where we spent the night. The next morning we marched along the Canal, not yet



BICYCLE CORPS READY TO ATTACK
German troops dismounting from their wheels preparatory to an advance. The Germans have made much use of bicycles in moving troops, thereby gaining in mobility. Bicycle troops can move as fast as cavalry where roads are good.

many obstacles; especially the craters were pitfalls to everyone whose mind was somewhere else.

ON THE THIRD LINE

The first shells of heavy caliber exploded close to the 7th company. During the whole night the companies continued advancing and the next morning reached the sectors where the regiment was to take the place of another one. Those who were now happy to return warned the men: "Be careful! Awful artillery fire!" That was in the third defense-line.

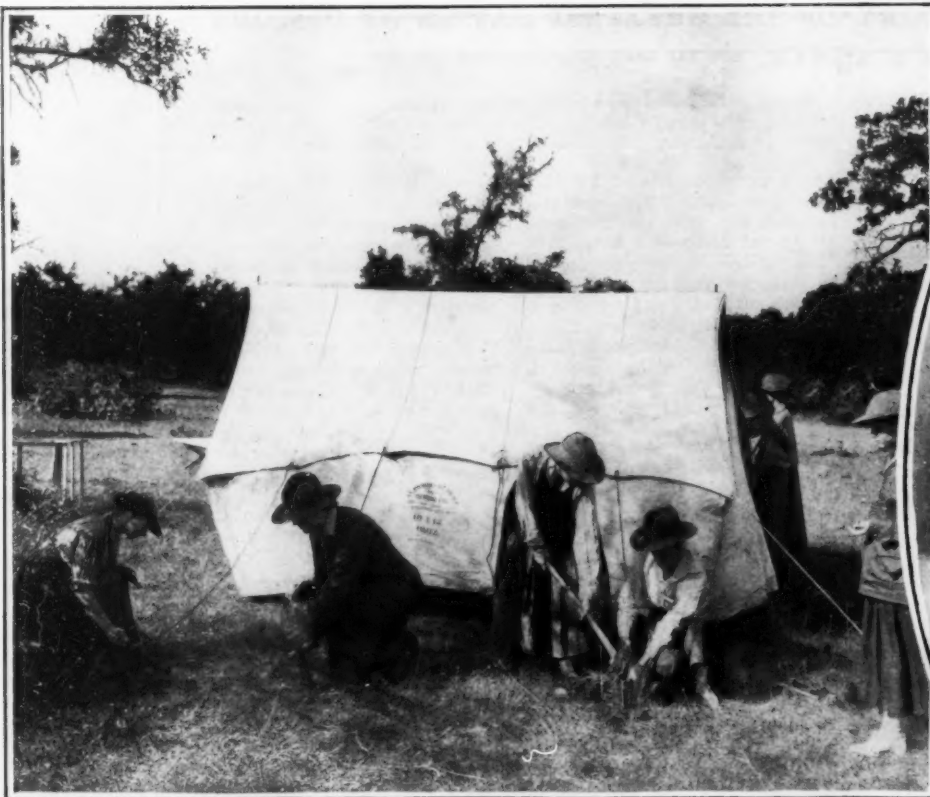
The men of the 7th company expected that they would enjoy a peaceful trench life, for the third line is not dangerous, but were mistaken! When the sun disappeared the order came to advance through communication-trenches to the firing-line.

The communication-trenches were about three metres deep and the rain had filled half a metre with mud and water. Often a boot stuck in the mud and the wearer had to dig it out. Up to the knees they sank in the clay and always the order was "Move on quickly!" When the second line was reached, the men found themselves in a wood, where nearly all the trees had been cut down by shells. It was the *Forêt de Corbeaux*, as the lieutenant explained, to the northeast of the *Mort homme*.

After having passed the second line, about 50 yards of open field had to be crossed. Hands, uniforms, sacks were all muddy and the men wet to the bone, as it was still raining. Although the French artillery was constantly firing, the companies had not yet suffered any losses.

(Continued on page 295)

PICTORIAL DIGEST OF



TEXAS GIRLS TRAIN FOR WAR

The Girls National Honor Guard held a camp at Lake Worth, near Ft. Worth, Texas, in August. The recruits numbered 150, and came from the best families of a score of Texas cities. Lieutenant W. H. Henderson, U. S. A., was detailed to drill the girls, but they did all their own work, even to putting up the tents, as shown in the photograph. Owing to the failure of the tents to arrive on time the girls had to sleep in the open air for two nights.

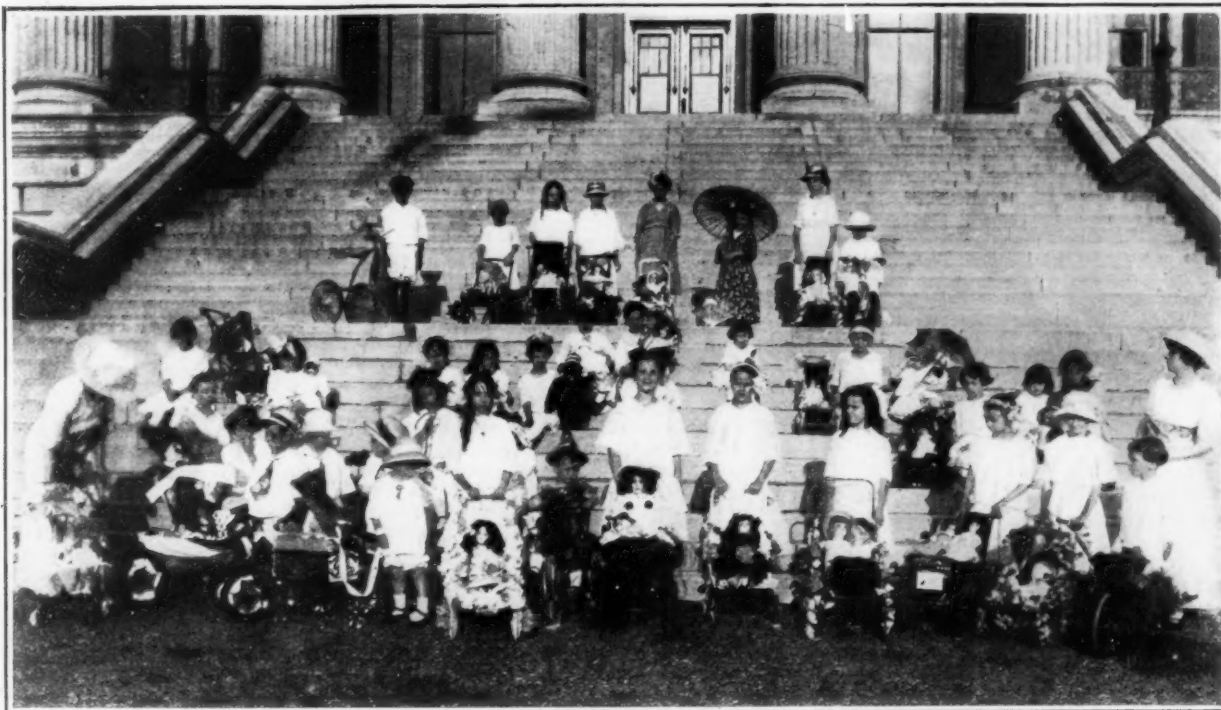
B. G. UTCHY



SCORES BURNED BY BLAZING GASOLINE

Burning oil tank at Charles City, Ia., where, on August 25th three people were killed, 10 maimed for life and more than 100 severely burned by the explosion of 1,000 gallons of gasoline. The fire started from an engine used to pump oil from cars to the Standard Oil Company's storage tanks. It spread to the gasoline tank, which exploded, sending a column of burning liquid to a height estimated at three-quarters of a mile, which spread out in mushroom shape and fell over a circle of a mile in diameter, raining death and injury on a large crowd of spectators. Many people were trampled in the wild rush to escape.

STOCKSTAFF



TOPEKA, KANSAS, HAS A DOLL PARADE

Out in Topeka, where the people are nothing if not progressive, the public play grounds are being popularized by means of an annual doll parade. Prizes are offered for the prettiest, best-dressed, oddest and best home-

made dolls. At the recent parade one public school had a float of dolls all made of peanuts. Five hundred children marched in the parade through the capitol grounds and thousands of spectators were present.

OXEN

THE WORLD'S NEWS

GREAT GASOLINE TANK ON FIRE

Lightning ignited a 37,500 barrel tank of gasoline in the plant of the Gulf Refining Company at Port Arthur, Texas, during the night of August 23d. Our picture was taken at 9:30 p. m. and is the only one made of the fire, which destroyed the tank and its contents, valued at \$387,000. The enterprising photographer has calculated that the tank contained 1,075,000 gallons of gasoline, or enough to run an automobile 1,500 times around the world. Hard work by the refinery employees kept the flames from spreading to other tanks.



RUMANIA GOES TO WAR WITH AUSTRIA

Rumanian cavalry, now engaged in an invasion of Transylvania, the eastern province of Hungary, which the Rumanian government has long coveted, and in which about 3,300,000 people of the Rumanian race live. The declaration of war was made on August 27th and was followed immediately by an advance into the territory of Austria-Hungary. Abandonment of neutrality

by Rumania made it possible for Russia to send troops across the country to attack Bulgaria. During the first few days of hostilities with Rumania the Austrian lines were withdrawn a considerable distance from the frontier to points of greater natural strength. The Rumanians pressed close on their retreating foes, taking many large towns.



A COMPANY STREET BEFORE AND AFTER THE TEXAS STORM

To the left is shown a company street in the camp of the Third U. S. Infantry at Eagle Pass, Texas, before the tropical storm hit it. To the right is the same street after the storm had done its work. The tents were protected from the hot sun by shelters made of poles and reeds. The

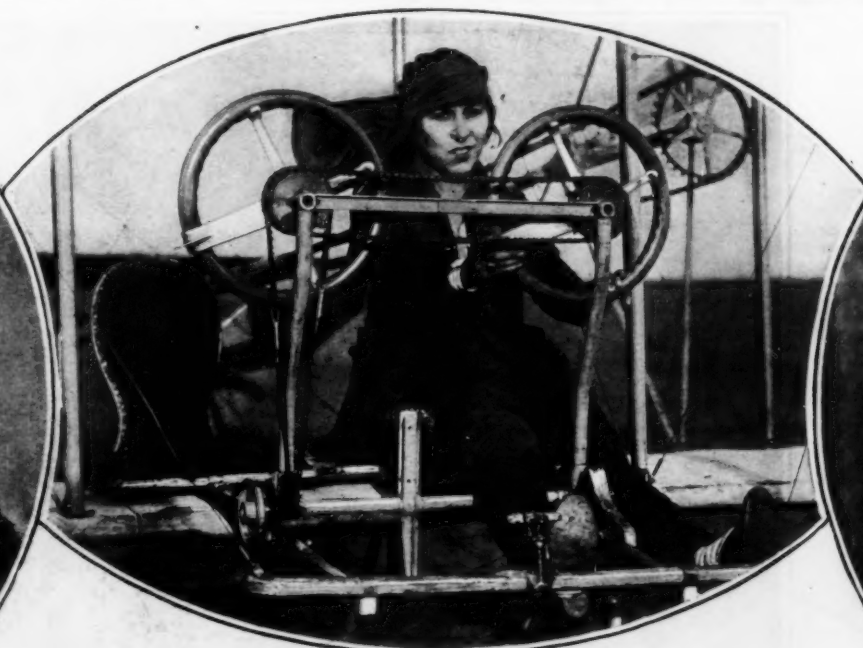
storm was one of the most violent known in that region in many years. It was general along the Gulf and moved north along the Atlantic coast as far as New England. Several million dollars of damage was done in Texas alone, while Louisiana and Mississippi suffered also.

PEOPLE TALKED ABOUT



EMPERESS EUGENIE ACTIVE AT NINETY

Empress Eugenie, once the most beautiful woman in France, and who is shown in the photograph above in the full bloom of her mature beauty, recently passed her 90th birthday and is still active and takes a deep interest in the war, in which France, of which she was once empress, and England, which gave her a home after the downfall of Napoleon III, have so much at stake. She has converted a part of her beautiful home, Farnborough, Hampshire, into a hospital for wounded officers. The empress is described as the "most independent woman of 90 in Europe," being disinclined to depend upon the energies of her attendants and friends. Her correspondence is large and she answers it in a clear, firm hand.



HOPES TO FLY TO HER HUSBAND

Mrs. Waldo Pierce, who has just passed the examination for an aviator's license, and hopes to fly in France, where she goes to join her husband, who is with the American ambulance corps. Miss Harriet Quimby, of *Leslie's* editorial staff, whose tragic death at Boston four years ago shocked the world, was the first American woman licensed to fly a monoplane.



SAW CZAR'S TROOPS IN ACTION

Lucian Swift Kirtland, staff correspondent for *Leslie's*, who has just returned from Russia, where he was one of three foreign correspondents to get permission to visit the Russian front this summer—the other two permits going to London *Times* men. He traveled along the front of General Kuropatkin's armies, from Dwinsk to Riga, and was everywhere shown the greatest courtesy. The officers told him that he was the first foreign correspondent to visit that front since the war began. His account of the Russian armies in action, illustrated with his own photographs, will commence in next week's *Leslie's*. He will later write of trade possibilities between the United States and Russia, a subject that he has studied with great care.



BIRTHDAYS ARE BUNCHED

George C. Young, twice mayor of Cumberland, Md., and his son and daughter were all born on the same day of the month, July 28th. George McAlpine Young is three years old and his sister, Jane King, one year old.



"THE INFANT SKY PILOT"

That is what the men of the Fourth Ohio National Guard Regiment call the Rev. Avery G. Clinger, their chaplain, because he is only 28 years old. It is claimed he is the youngest chaplain in the service. He comes of a fighting family and enlisted as a private.



THIS JUDGE WALKED 100 MILES

The Hon. Joseph W. Woodrough, United States District judge, knows the joys of the open road. Recently he walked from his home at Seymour Lake, near Omaha, to North Platte, Neb., a distance of 100 miles, to hold court. With Carl Roehmer (to the right in the picture) for a companion the judge made the trip in three days. After holding court for a week he took a trip by train to San Francisco.



JUSTICE ANDREWS TAKING HIS MORNING RIDE

Former Chief Justice Charles Andrews, of the New York Court of Appeals, still goes every morning for a ride on his favorite horse—a custom that he has continued since 1876. He was 89 years old on May 17th last, retains his interest in outdoor sports and is an enthusiastic fisherman. His home is in Syracuse, of which place he is the most distinguished citizen.

September 14, 1916

FRITZ AND TOMMY IN FRANCE



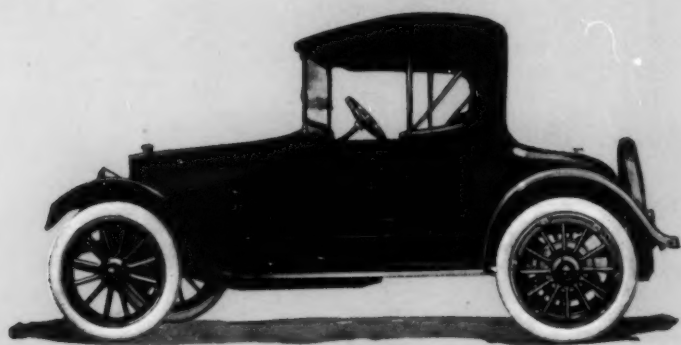
TAKING TEA WITH ENEMIES

German soldiers, captured in the British advance along the River Somme in northern France, having tea under the eye of a single British Red Cross man. Prisoners taken from the trenches are frequently nearly famished, as they are usually cut off from their own supply service by the overwhelming bombardment that always precedes a charge against a fortified position. The British treat their captives kindly and give them the regular army ration.

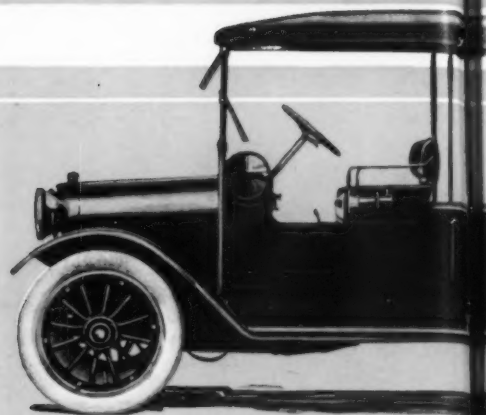
THE WOUNDED COMRADE

This, like the photograph above, is an official picture and shows German prisoners of war carrying a wounded comrade to the railroad where they are to entrain for a central camp. Only a few soldiers are required to guard prisoners, as they would have small chance of getting back to their own lines even if they did try to escape.

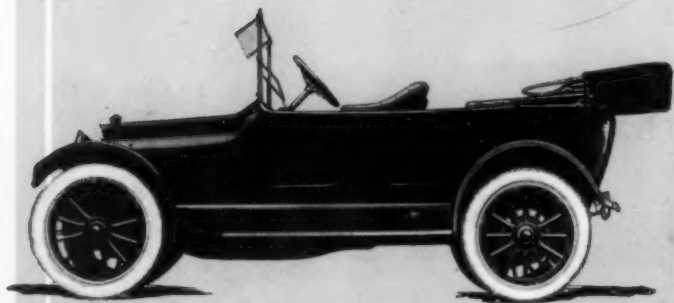




THE NEW FOUR CYLINDER \$875
3-PASSENGER REO *Roadster*



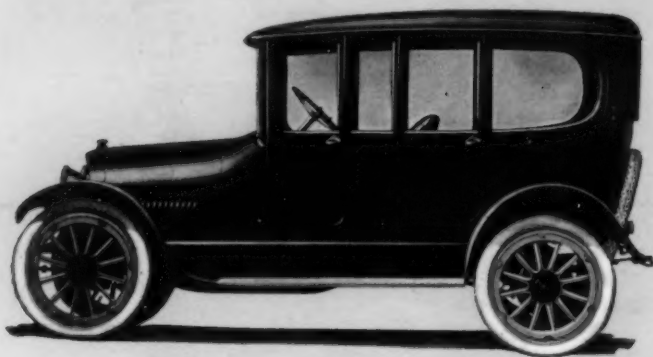
1500-POUND REO
"Speed Wagon"



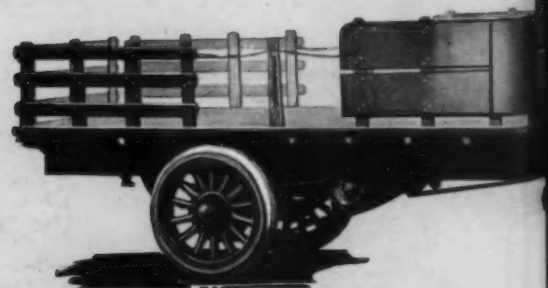
THE NEW REO THE FIFTH \$875
"The Incomparable Four"

The New R

MODELS and



THE NEW FOUR CYLINDER \$1025
REO *Enclosed Car*



2-TON REO TRUCK
With Driver's Seat and

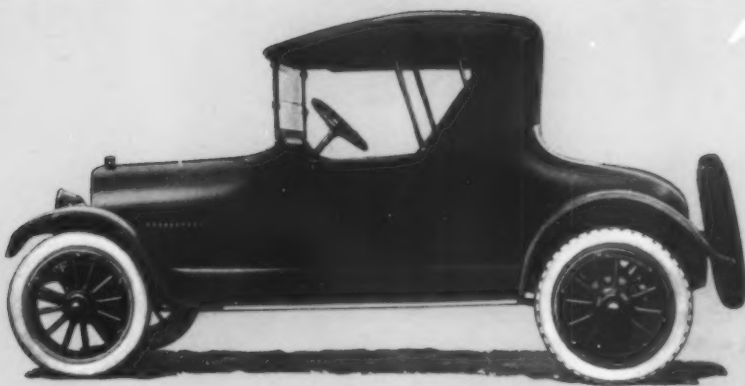
Reo MOTOR CAR CO.
MOTOR TRUCK CO

"The Gold Standard"

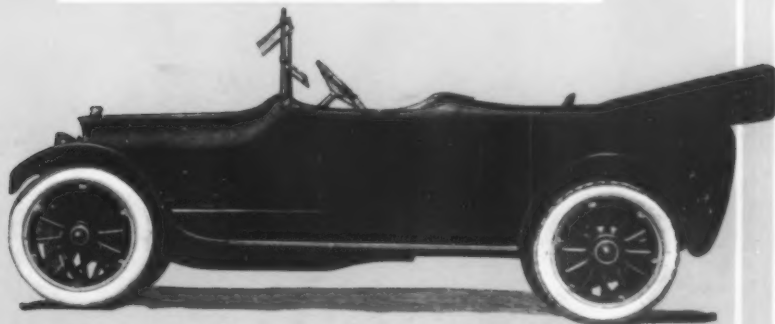
All prices are f. o. b. Lansing



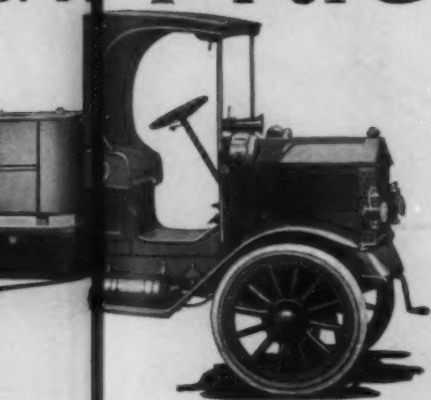
D REO \$1000
Wagon



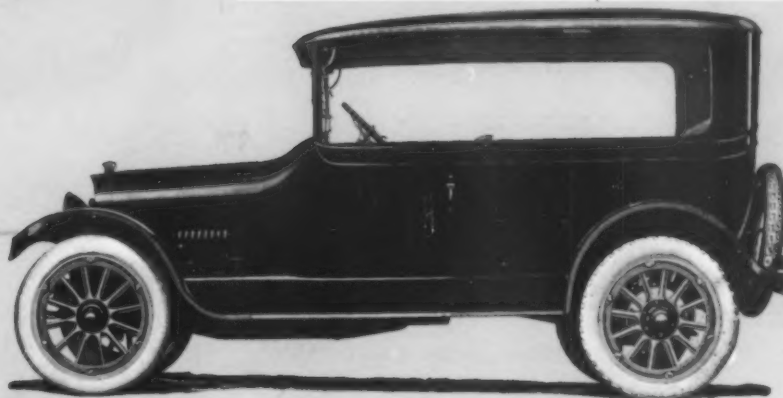
THE NEW 4-PASSENGER \$1150
REO SIX *Roadster*



THE NEW 7-PASSENGER \$1150
REO SIX *Touring Car*



TRUCK Chassis \$1650
Seat and Cab



THE NEW REO SIX \$1750
7-Passenger Sedan

Standard of Values"

Lansing Michigan

Factories.
LANSING, MICHIGAN

ARMY LIFE AS THE "POILUS" KNOW IT

PHOTOS FROM ODIAUX



RESTING IN A RUINED VILLAGE

While the French soldiers—"poilus" the French people affectionately call them—rest, they clean their rifles. The rifle must be kept spotless no matter how much it is exposed to the weather and the mud. Consequently the soldier hates it, seeing in it only an additional burden on the march and a constant source of work. But when the real business of war begins, and hostile forces come into contact the rifle becomes the soldier's best friend. Then it is that he realizes how necessary was the care he gave his gun. The French rifle is provided with a long, triangular bayonet which is a most effective weapon.

A HALT FOR FOOD

Party of French soldiers having lunch by the way. The screen of brush to the left of the picture has been erected to conceal a field-piece, or something equally important, from the enemy aviators.



THE BOOTY OF WAR CAREFULLY PRESERVED

A view from the Verdun sector, where the French have taken a German trench and are gathering the spoils, a vast number of articles of dress and equipment. Everything picked up on the battle-

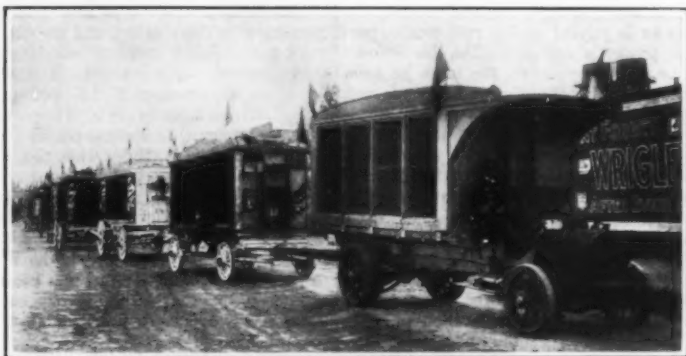
field is held by French law to be the Republic's property, and soldiers must turn in all spoils to the proper officers. Even fragments of brass and copper from shells are sent to munitions factories.

MOTORISTS' COLUMN

MOTOR DEPARTMENT

CONDUCTED BY H. W. SLAUSON, M. E.

Readers desiring information about motor cars, trucks, delivery wagons, motorcycles, motorboats, accessories or State laws, can obtain it by writing to the Motor Department, LESLIE'S WEEKLY, 225 Fifth Avenue, New York City. We answer inquiries free of charge.



A CIRCUS PARADE WITHOUT A HORSE

The five-ton truck is used not only to carry its own cage-load of animals, but to haul behind it fourteen trailers filled with the other animals of the circus, and the supply wagons. The total load hauled by this one truck is said to be over fifty tons.

TURNING LOSSES INTO GAINS

OVERLOADING has proved the untimely death of many a worthy truck. Truck manufacturers and tire manufacturers are spending thousands of dollars in the effort to educate the commercial-vehicle-using-public to the evils attendant upon installations which call for the regular overloading of a truck by even so little as ten per cent. The much-abused "factor of safety" does not enter into consideration, for, while a truck may be designed with parts of sufficient strength to carry an increased load, the added vibrations of the overweight will ultimately result in premature fracture of parts, wear of bearings, and grinding away of tires.

But overloading is generally expressed in terms of weight on the four wheels of the truck; it cannot be expressed in the measure of quantity or volume. Therefore, the truck may carry a large load of certain goods and material without taxing its capacity as much as a load only a fraction of this size of a heavier material. For this reason trucks used for hauling such merchandise as empty barrels, paper boxes, furniture and other goods of large bulk but light weight, are seldom overloaded, while contractors' vehicles, carrying stone, gravel, cement, hardware, and the like, will be severely overloaded, even though the body is not entirely filled.

It is only to the man who does not realize the disastrous consequences of overloading that the trailer can prove a danger. To the merchant or manufacturer whose business requires the hauling of goods not of concentrated weight, or whose delivery system calls for rapid loading and unloading facilities, the trailer may prove a solution of a problem of an efficient commercial vehicle installation. But because the trailer has proved efficient in one line of business in which deliveries are made under certain conditions, it should not be assumed that it will prove equally efficacious in every similar business, or in other businesses operated under seemingly the same conditions. And vice versa, if a motor truck, already weighted down with its own load, should prove less efficient when hauling a trailer over rough or sandy roads and up steep hills, the trailer should not be condemned as a solution of all other hauling difficulties.

The average well-designed truck is intended to carry its rated load under many unfavorable conditions of road surface and steep grade. If conditions are favorable, the roads smooth, and the grades easy, however, it should not be inferred that additional weight may be piled upon the four wheels of the truck without the evils attendant upon overloading. It is in such a case, however, that a properly selected

trailer will often allow for the extra load, which, it would seem, efficiency would demand to be provided for by the more favorable conditions of transportation. A man may move two hundred pounds with comparative ease on a smooth, level sidewalk if he uses a wheelbarrow, when he would be unable to carry even half that load on his shoulders without fatigue. But this same man would not think of attempting to push this wheelbarrow over a mountain trail, through mud, sand and over rocks; he would attempt to carry only a third or a quarter of this load in a knapsack strapped to his shoulders. So it is with the trailer—the conditions under which the load is to be hauled constitute the point to be considered in deciding upon the increased efficiency or added harm of calling upon the truck to haul the additional weight on another set of two or four wheels.

The trailer has proved especially successful when used in businesses in which bulky but not heavy goods are to be delivered and in which time spent at loading and unloading terminals is an important factor. For example, the wholesale merchant having quantities of goods to deliver from freight yard to warehouse, or from warehouse to distributing stations, may find that two trailers for each truck will increase the efficiency of his installation by from fifty to one hundred per cent. In this case, a motor truck may be used mainly as a switch engine, carrying the loaded trailer to its destination where it may be unloaded, and in turn picking up an empty vehicle to be "towed" to the freight yard or warehouse. At this point a loaded trailer is again attached and the operation is repeated without the necessity of bringing the truck to a stop hardly long enough to shut down the motor.

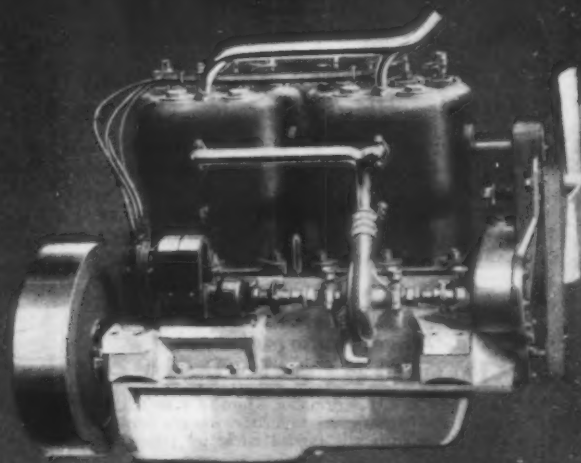
As was pointed out previously, danger to the efficiency of the whole installation may result from the use of trailers under the wrong conditions. The question of the efficacy of a trailer is one to be decided by the truck manufacturer and by the trailer manufacturer after a thorough study of the detailed conditions attendant upon its use. The use of the daily record blanks offered by the Motor Department for free distribution to truck owners will prove of great assistance to the truck dealer, as well as to the user, in determining whether a hauling problem may be properly solved by the use of trailers.

QUESTIONS OF GENERAL INTEREST

OIL LEAKAGE AT REAR AXLE

K. D. F.: "Since cleaning out my differential and rear axle gears, and refilling the housing with oil, I have been troubled by the leakage of the lubricant

(Continued on page 298)



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WATCHING THE NATION'S BUSINESS

BY THOMAS F. LOGAN

LESLIE'S WEEKLY BUREAU, WASHINGTON, D. C.

TAKING ONE-THIRD OF YOUR INCOME

ONE of the members of Congress recently figured out that the taxes he is paying on his real estate, personal property and securities, his income tax to the Government, the taxes he pays to the Federal authorities on his bonds and securities, an additional tax on his munitions stock, together with the taxes paid to his State, county and city, now aggregate a little over one-third of his entire income. Senator Jones of Washington said recently that good business methods had been abandoned by the Federal Government in the framing of revenue legislation. In the Democratic party caucus, he said, any suggestion which presented a plausible chance for gathering in a few thousand dollars in taxes was accepted and written into the revenue bill. Many of the provisions of that bill were so complex and involved that an honest and careful man, seeking to pay what his Government asked, would not be able to decide what his obligation to

do more than the average workman can do; in some trades and handicrafts no one is suffered to do more than the least skillful of his fellows can do within the hours allotted to a day's labor, and no one may work out of hours at all or volunteer anything beyond the minimum. I need not point out how economically disastrous such a regulation of labor is. It is so unprofitable to the employer that in some trades it eventually will not be worth his while to attempt anything at all. He had better stop altogether than operate at an invariable and inevitable loss. The labor of America is rapidly becoming unprofitable under its present regulation by those who have tried to reduce it to a minimum. Our economic supremacy may be lost because the country grows more and more full of unprofitable servants."

OUR NEW NAVY THE Administration's navy bill, which was introduced in the House early in the present year, completely ignored the recommendations of the general



St. Paul Pioneer Press
AGAIN THE BURDEN IS PASSED ON TO THE ULTIMATE CONSUMER

board of the navy, which made an elaborate report in July of last year. The report was suppressed by Secretary Daniels. The naval bill, as introduced in the House, provided no battleships, five battle-cruisers, four scout cruisers, ten destroyers, no fleet submarines and 50 coast submarines, one fuel ship, no repair ships, no transports, one hospital ship, no destroyer tenders, one ammunition ship and no gunboats. The opposition to this weak measure was so strong that great concessions had to

be made. As a result, the Senate bill, to which the House finally yielded, provided four battle-cruisers, four dreadnoughts, four scout cruisers, 20 destroyers, nine fleet submarines, 27 coast submarines, three fuel ships, one repair ship, one transport, one hospital ship, two destroyer tenders, two ammunition ships and two gunboats. Either the Administration is holding off until after election before imposing a tax of \$245,000,000 in addition to those now being considered by Congress, or it has no expectation of laying the keels of the ships just authorized until after June 30, 1917. Secretary McAdoo admits that even when the \$130,000,000 bond issue is counted in, a deficit of \$245,000,000 must be made up in some way prior to June 30, 1917. This is clearly shown by comparing present figures with those given to the House Ways and Means Committee two months ago. Mr. McAdoo estimated that the additional cost of preparedness in this fiscal year over last year would be from \$90,000,000 to \$100,000,000. The real increase of this year's appropriations for preparedness over those of last year amounts to \$394,000,000.

MONOPOLY OF GERMAN DYES BECAUSE of the practical stoppage of German importations, the United States has made some headway in the production of certain kinds of dyes. The United States has almost endless quantities of raw material from which dye-stuffs are derived. Unfortunately, however, the coke oven

(Continued on page 295)

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WILSON AND THE LABOR VOTE

ONE of the questions asked by the railroad presidents during the Washington conferences was whether they would be allowed to get eight hours' work from the men who are now doing only five hours' work a day. The Brotherhoods emphatically replied in the negative. Although farm hands work from 10 to 14 hours a day, as do most professional men, President Wilson says that an eight-hour day is perfectly practicable. Farmers, shippers and mill owners everywhere protested against this theory, pointing out that there would have to be a business revolution in the United States if an eight-hour day were put into effect. The President recently signed a number of bills, including the army and navy bills, which prohibit any measuring device whereby the average output of each employee can be calculated by the employer. Yet it was only in June, 1909, in his baccalaureate address to the graduating class at Princeton University that Mr. Wilson, in discussing some of the large problems of the day, said: "You know what the usual standard of the employee is in our day. It is to give as little as he may for his wages. Labor is standardized by the trades unions, and this is the standard to which it is made to conform. No one is suffered to



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Free Catalog

WATCHING THE NATION'S BUSINESS

(Continued from page 294)

industry, from which dye products are obtained, is adjusted on such a basis that it is more profitable to turn out the original than the by-product. Unless a protective tariff is adopted quickly, it will be too late to stem the flood of German dye-stuffs which will set in after the war. Word has just been received in Washington with reference to a new combination of German dye-stuff industries. Some years ago the great dye-stuff companies of Germany combined into two great groups.

There were some companies on the outside, but the two groups were the most important factors in the dye-stuff trade of the world. There were three large companies in each group. The two groups concealed from each other many valuable manufacturing processes and experiments. Within the past few weeks the two groups, with the remaining outsiders, have been combined into a single great national dye-stuffs industry. There is to be a still further reduction in the cost of production, in order that the combination may override any competition anywhere in the world. This is one of the conditions which the United States must meet in the near future.



Rochester (N. Y.) Herald

"BLAWST THE BLOOMIN' DEUTSCHLAND"

discretion enough to eliminate it and substitute a provision giving a greater measure of self-government to the islands, but fixing no date for throwing them overboard. That is the way the bill passed. Under the terms of this law the Filipinos shall elect a Senate, the first election to take place next month. The House is already elected by the people. With the election of the Senate, the voting population is to be increased. About 200,000 Filipinos vote now and the new law will

extend the franchise so that it will reach 600,000. There is to be an American governor-general and an American vice-governor, but no Philippine Commission.

THE PROTECTION EVERYWHERE BUT HERE full text of the alleged trade agreement, to be made effective after the war, and designed to kill the trade of the Central Powers, was recently read into the Congressional Record by Representative Hill of Connecticut. It shows that the colonies, protectorates and

dominions of Great Britain are to be part of the trade alliance. The present tariff law of the United States is over two-thirds free trade, and enables Canada to sell a large part of her big crops in the United States, thus injuring American farmers, while against us there is raised a tariff wall which prevents American farmers and manufacturers from securing reciprocal advantages. The New York World, the chief supporter of the present administration, discussing the Paris council, in which the Entente Allies planned the trade war to last after arms have been laid down, said: "Free-trade Britain is converted to a tariff. There and in France markets that once took nearly \$600,000,000 in German goods may remain partly closed." All the world has become converted to the policy of the protective tariff—all but the United States, where a majority of the people voted for protection in 1912, but have had to endure free trade ever since.

THE INFERNO OF VERDUN

(Continued from page 285)

When the 7th company reached the end of the space, the French outposts must have remarked the movements of the silent figures, for they started firing. "Down in the trenches! Complete cover!" were the orders given when the first French bullet passed.

The 2nd battalion occupied the first line, including an advanced sector, while the first and third stayed in reserve in the second line.

The men's eyes were accustomed to darkness and could easily distinguish in what kind of trenches they were. They were not what they had expected and were the cause of much disappointment. "These are first line trenches?" asked the men. They were half broken down, the trenches were shot by heavy artillery to debris, and yet we were expected to withstand any attack! Fine trenches we had left in northern France, with parquets, sleeping rooms, electric light, first-class safety shelters. The worst was that the barbed wire was completely destroyed. "Well,

we have got in a bad corner," said the men, "but we will make the best of it." "Don't complain!" cried a young lieutenant. "We are on the quietest spot on the Verdun front."

So began our Easter Sunday. When every man had been placed, the packs were taken off and the trenches reconstructed with sandbags. Outposts were placed and patrols started to reconnoitre.

The men not on duty sat in the wet and muddy holes—they called them rabbit-holes—of the trenches. In civil life one would become sick under such conditions, but through a long military life the body is hardened against all kinds of weather. By the light of the star shells one would not see a white face in the trench, they were all brown like sand. From the digging on the many fronts where they had already been, the men had hands like hardworking peasants and handled their guns like pencils. And they were soon to need all their skill at arms.

(To be continued next week)



The student-age

Calls for fitness of body and brain to absorb knowledge as the groundwork of a successful career—

And later, an abundance of vibrating health-energy is needed all along through life.

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To fill up with dirt and mud—
To be tracked all over the house—

So are you not taking a chance—

When you neglect to say—
Very determinedly to your dealer—

"CAT'S PAWS for mine"—
When you buy rubber heels.

CAT'S PAW
CUSHION
RUBBER HEELS

What's the Use

Of going about—
Your daily work—
Jarring yourself—
With each step—
When with a grain—
Of pity for yourself—
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Have you weak arches? Then you need the Foster Orthopedic Heel, which gives that extra support where needed. Especially valuable to policemen, motormen, conductors, floor-walkers and all who are on their feet a great deal. 75 cents attached at your dealers, or sent postpaid, upon receipt of 50 cents and outline of your heel.

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THE TREND OF PUBLIC OPINION

BY CHARLTON BATES STRAYER

JUGGLING WITH STRIKE MENACE

AS these lines are being written the United States seems to have escaped for the time the greatest industrial disaster that has threatened it in years. The strike of the railway brotherhoods has been made unnecessary by Congress compelling the railroads to grant the demands of the men. The preliminaries of this action are now revealed. When the railroads and their employees could not agree on terms of future employment the President called the representatives of both sides to Washington and endeavored to bring about an understanding. There can be no doubt that he labored hard to this end, since his whole political future may be bound up in the outcome. In the eyes of the employees the important point at issue was the eight-hour day. They claimed, ingenuously, that they wanted shorter hours of labor, but an analysis of their terms showed that a 25 per cent. increase in wages was the real objective, since they stipulated the same pay for eight hours as they now receive for ten. The President proposed to the representatives of the roads that the eight-hour day be granted and the other points at issue be arbitrated. To this they naturally declined assent, while the men refused all offers to arbitrate the eight-hour demand. The President then appealed to Congress to enact special legislation to prevent the strike, which had been set for 7 a. m. September 4th. Public sympathy was turned from the employees by the revelation that during the negotiations in which the President was intermediary this strike notice had been sent to all local unions involved. This sentiment was reflected back to Congress, which took up the President's suggestions with much uncertainty of mind. The presidential plan involved an increase of the Inter-state Commerce Commission from seven to nine members; an eight-hour law for railroad employees engaged in inter-state commerce; authority for the Federal Board of Mediation to fully investigate the effect of the eight-hour day on the railroads; power to the Inter-state Commerce Commission to grant a raise in rates to equalize the cost of the eight-hour day; a measure similar to the Canadian industrial disputes act for an investigation of all disputes between the railroads and their employees; a measure empowering the President to operate trains in emergencies. Congress proceeded promptly to pass the eight-hour law stipulating that the pay should be the same as now given for ten hours.

PUBLIC OPINION NOT UNCERTAIN

FROM the days when the strike first began to look like a probability public opinion was positive that it should not be permitted, some mediums of expression being prepared to place the blame on the roads, others on the men. The Atlanta Constitution called it "the

gravest disaster that has threatened since the Civil War." The St. Louis Globe Democrat declared, "That the government will permit the public to suffer, as it surely must suffer if the trains are stopped, is inconceivable." The Washington correspondent of the New York Times, which is supporting President Wilson's candidacy, said that the President's program of legislation had entirely satisfied nobody. Senator Cummins, in an interview, doubted the constitutionality of the eight-hour law, saying that it would be class legislation. Editorially the Times said: "Mr. Wilson says that, convinced of the righteousness of the eight-hour day—which, by the way, is not involved in the controversy, since the real demand of the men is for increased pay—he had urged upon the railroads its adoption, 'for the present, as a substitute for the existing ten-hour basis of pay and service.'" This was the New York Tribune's summary of the situation: "The unions have said, 'The public be damned, we want the money.' The President has said 'You are right. I hope you get it.'" Under the caption of "A National Humiliation" the New York Times said editorially: "Interruption of railroad service by a strike would be a great but transitory inconvenience. The black-mailing of the whole nation under the threat of a strike, the extortion from the nation's legislature of a special act granting the demands of the brotherhoods without time to inquire into its justice or its practicability, puts upon the country an intolerable humiliation. The Augusta, Ga., Chronicle, a leading Democratic paper of the South, said: "The President has made a bad matter worse, for after making an impossible proposition in the first place, and through, we fear, more of a political than a patriotic motive, he next proposes a remedy for the future that can be in no way pleasing to the very people he started out to please." The New York Sun, declaring that the President wanted to make the principal demand of the trainmen a part of the law, said: "What bitter injustice to the railways, to their bond holders, to their share owners, to the whole people of the United States who must foot the colossal bill! What madness of folly that would grant this demand without qualification!"

ONCE MORE DURING the last week of August interest in the European war shifted from the battle fronts of east and west to the politics of the Balkan states. The entrance of Rumania into the war on the side of the Entente had long been anticipated, but it brought turmoil to Greece and unrest in Bulgaria that the censor could not entirely suppress from the outside world. In Germany the effect was startling. The kaiser removed General von Falkenhayn as chief of staff and placed Field Marshal von Hindenburg in supreme charge of all

(Continued on page 297)



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In answering advertisements please mention "Leslie's Weekly"

TREND OF PUBLIC OPINION

(Continued from page 296)

the German armies. That redoubtable hero and popular idol promptly swept some 30 generals into the discard—the most overwhelming reorganization that any army has experienced since the beginning of the war. Von Mackensen, probably Germany's best commander, has been placed in charge of the Balkan front and to all appearances Germany is prepared to face this new disaster with determination and energy. Not only does it bring 600,000 fresh troops into the field against the Central Empires but it lengthens the lines the Empires must hold by about 500 miles. Hungary, on which the first Rumanian blows fell, and on whose territory the Rumanians have designs, has bitterly denounced the Rumanians as treacherous. Count Andrassy in an interview in the Budapest *Azest*, said: "The Rumanian declaration of war is an attack by highwaymen. Frightful corruption prepared this war, but we do not fear it since Transylvania is strong by nature." German papers are more temperate in their utterances. The Berlin *Lokal Anzeiger* said: "Germany did not hesitate a moment to take the consequences of this latest violation of treaty faith, which this time proceeds from Bucharest, and once again Germany, with all her decision, steps to the side of her allies." The countries most threatened are Hungary and Bulgaria. The latter is now menaced by the Allies' army at Saloniki, 600,000 strong, on one side and by Rumanian and Russian forces on the other. The plan of the Allies is evidently to crush Austria-Hungary and isolate Turkey and Bulgaria from Germany.

The New York World
A SUMMER FLIRTATION

protection of our producers which the existing tariff law withdrew. At present, they argue, this country is enjoying high prosperity in spite of a tariff inadequate even for revenue. But at the close of the conflict, unless the tariff in the meantime is revised upward, our manufacturers will be defenseless against a deluge of cheaply made foreign goods. The dumping of foreign manufactures in immense quantities into the United States, it is urged, would have most disastrous effects; it would compel many industrial establishments to restrict or suspend operations; it would involve general lowering of wages and would force hosts of workers out of employment. This would be a calamity as serious, to some extent, as if we had actively participated in the war. The possibility of trouble like this appears to be impressing itself on increasing numbers of Americans. The arguments of the New York *Herald*, which is making a conspicuous crusade in favor of reestablishing protective rates, have met with favorable responses from manufacturers and citizens generally in all parts of the land.

The *Herald's* contention is "Protection is the preparedness this country most needs." It is predicted that this sentiment will be emphasized more and more earnestly by the advocates of protection during the remainder of the campaign.

GRANDMOTHER'S
RICE-PUDDING

I have gormandized truffles in Paris,
And whitebait in London in spring;
I have eaten baked ham in Virginia,
A dish more than fit for a king;
I have tasted delectable jelly,
Rich pastry and rare marmalade,
But nothing that ever was equal
To the rice-pudding grandmother made.

O! well I remember her kitchen,
The bright shining tins in a row,
The blue willow ware on the dresser,
The chintz-cushioned rocker below,
And lo! on the newly-scoured table,
Right fresh from the oven displayed,
Where she set it to cool for my supper,
The rice-pudding grandmother made.

It was creamy and crinkled and covered
With a skin like brown satin on top,
And sprinkled with fat juicy raisins,
The pick of California's crop.
Delicious and dainty and healthful,
A dyspeptic could pass unafraid
His plate for a generous helping
Of the rice-pudding grandmother made.

It is fine for the dear little kiddies,
They reach for the dish with delight,
And eat all they want, and the doctor
Never has to be called in the night.
Whole families rosy and happy
Through memory's portals parade,
All reared to a sturdy existence
On the rice-puddings grandmother made.

Like pearls in their shimmering luster
Are the grains of the rice, and behold!
They give to us something more precious
Than jewels or silver or gold;
The treasures of strength and nutrition.
With each pound at the grocer's are weighed,
Let us have for dessert every evening
Rice-puddings like grandmother made!

MINNA IRVING.

PEACE STILL ELUSIVE DESPITE the growing impression that the European war is a deadlock and will not afford either side a complete victory, there is less peace agitation now than at any time within the past year. The Central Empires have, apparently, abandoned any hopes they may have had of getting peace terms on the basis of the military situation, and are going grimly on with a struggle that has no longer any prospects of increased gains. The Berlin newspapers observe, rather pessimistically, that Rumania's entrance into the war will prolong it—that is postpone the day of Teutonic triumph. The London and Paris military writers, on the contrary, say that Rumania will shorten the war by hastening the day of the Entente triumph. Well-informed circles expect at least a year more of war.

TARIFF THE LEADING ISSUE WHEN some months ago United States Senator Harding of Ohio made the statement that the tariff would be the leading issue in the presidential contest of 1916, there was widespread dissent with him. At that time the administration's foreign policy—its handling of our relations with Mexico, Germany and Great Britain—loomed up as the probable overshadowing political issue. This matter has lost little of its importance, but the protectionists claim that the economic question has now become foremost in interest. They point out that the great war, which disorganized industry abroad and caused an unprecedented demand for American products, acted as an equivalent for that

BLIND MILTON DICTATING TO HIS DAUGHTER
From the original by Munkacsy, in New York Public Library

The Vision of the Blind

"Thousands at his bidding speed,
And post o'er land and ocean
without rest;
They also serve who only stand
and wait."

Was the spirit of prophecy upon John Milton when, more than two hundred and fifty years ago, he dictated those words to his daughter?

Did the "blind poet" have a vision of the millions of telephone messages speeding instantly over hundreds and thousands of miles of wire spanning the continent?

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AND ASSOCIATED COMPANIES

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Automobiles

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Six

RUTENBER high-speed, 3½ x 5 motor;
Brown-Lipe transmission in aluminum case—not an iron case, which is much cheaper but adds weight; Spicer universal joint and propeller shaft; Brown-Lipe differential; 34x4 Goodyear rims and tires—not 32x4 or 33x4; 119-inch wheel-base; Westinghouse ignition, starting and lighting system. Beautiful, roomy, 5-passenger body.

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"The Threshold of the South"

This is the first of a new series of "American Adventures" by Julian Street, illustrated by Wallace Morgan. Those who read the same author's delightfully humorous "Abroad at Home" stories will welcome the new series. The first one will appear in the September 16th issue of

5¢ a copy
Collier's
THE NATIONAL WEEKLY

MEN WHO ARE MAKING AMERICA

(Continued from page 282)

Both Chicago and the nation's bankers have honored James B. Forgan. He has been chairman of the Chicago Clearing House Committee since 1901; was elected not only a director of the Federal Reserve Bank of Chicago, but President of the Federal Advisory Council, a signal national tribute by fellow bankers to his outstanding ability. He is chairman of the Security Bank and the Second Security Bank, a director in various local enterprises and of the Equitable Life Assurance Society.

Often than once Mr. Forgan has been called to New York to aid in cracking banking nuts, particularly at times of crises and when the reorganization of our currency system was under way. "The best practical banker in America," he has been called by more than one high authority—New Yorkers at that!

I recall that at the last annual conference of the American Bankers' Association I attended no other man's hand was quite so continuously being shaken by delegates during the intervals between the formal proceedings. His was a commanding, distinguished figure, dignified, yet not forbidding, his face often wreathed in smiles as he received the constant stream of greeters from all parts of the country. No one could mistake Forgan for a nobody; his whole appearance marks him as a man of note.

He is a man of heart as well as head. Chicago recognizes in him one of her foremost citizens, a great moral force, a leader

and director of charitable movements, a (Presbyterian) hospital trustee, a patron of many philanthropies.

His advice to young men—he has three sons of his own—is to equip themselves for higher and higher positions—and save money! Being Scotch, he imbibed the spirit of thrift with his porridge and his Shorter Catechism.

"Extravagance," he declares, "is America's national sin. Most young people make no effort to save; few even of older years save systematically. My method was to start the new year by fixing the sum I would save during the year. If I decided to buy a \$1,000 bond I would pay perhaps \$100 in cash, borrow the balance from the bank and repay \$75 every month. That \$75 was the first thing I paid on receiving my salary. The remainder had to last the whole month. December found me sole owner of the bond. I never speculated—I can't read the Stock Exchange tape intelligently even now."

If the United States is to seize the financial and commercial opportunities now offering, the example of James B. Forgan must be followed by you and me, by the rank and file of Americans. We must save and invest. Our bankers cannot create capital. You and I have to attend to that.

NEXT WEEK—MORGAN'S DRAMATIC ENGAGEMENT OF H. P. DAVISON AS A PARTNER

MOTORISTS' COLUMN

(Continued from page 293)

onto the brake bands of the right rear wheel. How may this be avoided?"

If you had no difficulty from this source previously, it is probable that you have either used too light an oil in your rear axle or have filled the housing above the proper level. This allows the oil to reach the hollow extension of the axle and eventually to run through to the rear wheels where it is soon distributed on to the brake bands. Felt washers are provided at each end of the axle to remedy this condition, but these may have become worn, or the oil may be too thin to be retained by an obstruction of this kind.

HIGH GEAR TRANSCONTINENTAL RUN

K. K. T.: "I understand that last July a car started to cross the Continent with only high and reverse gears in place, the others having been removed by American Automobile Association officers for the purpose of conducting a rather unusual test. Can you tell me the outcome of this run?"

The car in question finished its run from San Diego to New York early in August. Only the high and reverse gears were used, as the transmission case seals were still intact. The total mileage covered was 4921 miles, which included a 60 mile per hour speed trial at the conclusion of the test. The car was not driven at night, and the daily average was 200 miles.

PIKE'S PEAK HIGHWAY CLIMB

E. J. P.: "What was the outcome of the recent hill climb to the top of Pike's Peak? I understand that several races were held."

The free-for-all race for the Penrose Trophy and three thousand dollars in prizes went to Lentz, who finished the 12½-mile climb in the time of 20:55.6. The time for the same distance for cars of 231 cubic inches of piston displacement and under was won by Junk in the time of 23:4.6. The best time of all three races was made by Mulford in the 231 to 300 cubic inch piston displacement classification, when, in the same car that obtained second in the free-for-all, he covered the 12½ miles in 18:24.7, which is a record for the course.

WHAT IS FACTOR OF SAFETY

J. D. N.: "I have seen the term 'factor of safety' used several times in relation to the strength

of various parts of an automobile. Can you give me a clear description of just what it means?"

All steel and other metals have a certain strength, either in the form of pressure, pull or twist to which they may be subjected without danger of breaking. If a certain part is made, for example, four times larger or stronger than that necessary to withstand the greatest weight or shock to which it would ordinarily be subjected, we say that it has a factor of safety of four. This provides for extreme conditions and also for a slight weakness in the material below the average which may not have been discovered.

NO DIFFERENTIAL ON RACERS

L. P. P.: "I understand that racing cars used on our speedways are not provided with differentials and have been told that the reason is to save tire wear. I can see how the elimination of the differential might save unsprung weight in the rear axle, but I do not see how it could reduce tire wear."

Under ordinary driving conditions the differential saves tires through an elimination of a tendency for the inner wheel to turn slower and thus slip when rounding a curve. On the wide turns of a race course, however, this wear is slight when compared with the bouncing of the cars at high speed. When one rear wheel leaves the surface of the track it carries the increased speed of the motor, if a differential is used, so that it turns rapidly until it again comes in contact with the track, when its springing motion will be suddenly stopped—at the expense of the rubber tread of the tire. If no differential is used, the wheel which leaves the track will not increase its speed above that of the one which is still in contact with the road surface.

QUICK ADVANCEMENT

Fond mother of absent guardsman—I knew Jack would distinguish himself with the regiment, and he has!

The neighbor who has dropped in—Ah! That's good news. On guard on the border, isn't he?

Fond mother—Better than that! Why, his letter says he's right in the guardhouse itself!—Judge.

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SALESMEN—CAN YOU SELL THE FARMER? Our men are earning big money selling our new 200 candlepower table lamp and mantle lantern. Easy sales, big profit, exclusive territory. State age, experience, reference and territory wanted. Pitner Co., 8 East Kinzie St., Chicago.

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EXPORT PROMOTION BUREAU

EDITED BY W. E. AUGHINBAUGH



ONE OF THE WEST INDIES' BEAUTY SPOTS

Curacao, the spotless capital of the Dutch West Indies. The island raises sugar, cotton indigo and tobacco, but the principal export is salt.

THE Webb Bill, authorizing co-operation among exporters and providing every safeguard against unreasonable restraint of domestic trade, has been favorably reported by the House Judiciary Committee. It is now before the House of Representatives and has been endorsed by over 30,000 corporations, firms, individuals and commercial and industrial organizations throughout the country. Its immediate passage is an absolute necessity if we hope to retain the markets opened to us by the war in Europe.

The bill will benefit all exporters, particularly manufacturers and merchants of moderate size, and will be doubly valuable as expressing a national purpose to co-operate to meet whatever condition the war may impose upon American foreign trade. Its passage will end the unfair conditions in which American exporters are obliged individually to meet government-encouraged competition of foreign rivals and often to sell to combinations of foreign buyers equipped to depress the prices of American products.

European governments while still fighting are perfecting commercial resources for desperate competition after the war. Signing of the treaty of peace among the belligerent nations will be the signal for the beginning of the greatest trade war in history. It will find all of Europe, China and Japan, as well as the colonies of European nations, aligned against the United States. The passage of the Webb Bill will be our first line of commercial defense.

Foreign trade is a vital element in domestic prosperity. An unprecedented proportion of American labor and capital is practically dependent on foreign markets. One result of the past two years has been the entrance of small manufacturers and merchants, who never before dreamed of overseas markets, into the export trade. The employee as well as the employer realizes that their joint prosperity depends in a great measure upon a sustained increasing foreign demand for our goods.

In 1913 the per capita foreign trade of this country was \$44. In two years and a half it has risen to be about \$68 per person. To maintain this ratio after the European cataclysm is over, as against England's per capita foreign trade of \$149 or Germany's, \$79, means that our mills and factories must run as they are now operating and that our productions must be sold in markets which we are not to-day supplying, for with the resumption of normal conditions in Europe and the return of millions of soldiers to industry competition of the keenest kind is bound to develop and many of these, for us, temporarily lucrative markets will slowly but surely drift, for one reason or another, into the hands of those who formerly supplied them. It behooves us as a nation to conserve our natural resources for the benefit of ourselves and our posterity so as to prevent their being used to halt American export trade now so vital to our interests.

In 1913 the United States exported \$586,000,000 worth of raw cotton; \$490,000,000 worth of foodstuffs, agricultural food products and animals; \$107,000,000 worth of forest products and \$248,000,000 worth of metals and minerals. These raw products were converted into finished articles and were sold in the world's markets in competition against goods of a similar nature made in the United States.

John D. Ryan, president of the Anaconda Copper Mining Company, concretely amplifies this statement in his remarks regarding copper, and it is equally true of every bit of raw material that we export. Mr. Ryan says:

"In ten years ending in 1913, the United States copper mines sold 5,560,000,000 pounds of copper, of which 2,580,000,000 was sold to domestic consumers and 2,980,000,000 to foreign consumers. The foreign buyer paid an average price of 14.38 cents per pound delivered at foreign ports; the domestic buyer an average price of 15.21 cents per pound, delivered at home, or .83 cents per pound more than the foreigner. This gave the foreign manufacturer a handicap of \$50,000,000 in that period of time against the American manufacturer. This handicap is simply the result of the advantage combined foreign buying has had against competitive selling, and the domestic manufacturer could not take the same advantage, because the law of his country was holding him and the law of the foreigner was pushing him to success."

INQUIRIES ANSWERED

O. L. Y. Vanadium is found in Peru and Bolivia. Most of the metal is shipped in the form of crude ore to the United States, Baltimore being the port to which it is consigned. From Baltimore it goes to Pittsburgh where it is melted.

T. B. B. The guano islands of Peru are not as extensively worked as formerly. The deposits, due to the reckless manner in which they were exported, were soon exhausted, and the government has issued a decree prohibiting exportations from most of the islands.

S. & Co. Japan has come rapidly to the front as a toy-producing nation and has secured much of the trade formerly held by Germany. The Swiss toy makers have been unable to get their goods to market. Importation of toys into colonies of belligerent nations as well as the nations themselves is forbidden.

R. C. S. Sugar-making machinery can be sold in Porto Rico, Cuba, Santo Domingo, Central America, Venezuela, Colombia, Peru, Argentina, Brazil, the West Indies, Hawaii, Egypt and other African countries. The sugar-growing countries near the United States buy from us and the other markets are supplied by Scotch, French and Belgian concerns. Germany has also made a strong bid for equipments of this nature.

G. P. B. Player pianos are used extensively in Australia, Latin-America and in the European colonies of the Far East and Africa. Germany had quite a hold on this market but has lost it during the present war. I doubt if you could dispose of many pianos at present abroad because they are classed as luxuries and consuls will not sign shipping documents to allow of their exportation.

A. L. B. Pop-corn is known only in America, although I recall that a few years ago one man had the initiative to open a pop-corn stand in London and made money. In Buenos Aires, Rio de Janeiro, Havana and the larger capitals of Europe a business might be developed, although I doubt it. American soda fountains have not been favorably received even in the very warm countries. Iced drinks do not appeal to natives of Europe, Asia, Africa or Latin-America.

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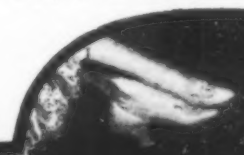
Nowadays anyone can keep entirely free from corns. No young girl need ever know the ache of a kill-joy corn. Millions of people know that. Corns are needless—are absurd—since Blue-jay was invented.

At the first sign of a corn apply a Blue-jay plaster. It can't pain after that. In two days the corn disappears. New corns or old corns can be ended this way. But some old corns—about nine per cent—require the second application.

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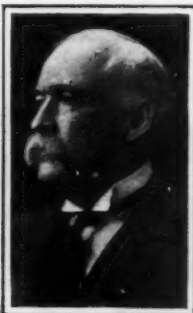
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A MOVE TO ADJUST OUR DISPUTE WITH MEXICO

An International Joint Commission was recently appointed by the American and Mexican Governments to consider and amicably settle the differences between the two countries due to the presence of American soldiers on Mexican soil and raids by Mexican bandits on our border. The American members of the commission are: Hon. Franklin K. Lane, secretary of the Interior at Washington; Hon. George Gray of Wilmington, Del., formerly Judge of the Third Federal Judicial Circuit, and member since 1900 of the International Permanent Court of Arbitration, under the Hague Convention; and Dr. John R. Mott of New York, General Secretary of the World's Student Christian Federation, General Secretary of the International Committee of Young Men's Christian Associations and one of the foremost religious workers of the time. The Mexican members of the Commission are Luis Cabrera, Minister of Finance in the Carranza cabinet; Alberto Pani, President of the Mexican National Railways; and Ignacio Bonillas, Sub-Secretary in the Mexican Department of Communication. It was arranged to have the commission meet at New London, Conn.

NOTICE.—Subscribers to **LESLIE'S WEEKLY** at the home office, 225 Fifth Avenue, New York, at the full cash subscription rates, namely, five dollars per annum, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answer by mail or telegraph. Preferred subscribers must remit directly to the office of **LESLIE-JUDGE COMPANY**, in New York, and not through any subscription agency. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor, **LESLIE'S WEEKLY**, 225 Fifth Ave., New York. Anonymous communications will not be answered.

THE most despicable of human traits are envy, suspicion and discontent. Yet these are at the bottom of the prevailing unrest in this country.

I was greatly interested in a recent article by my friend, Mr. James A. Emery, Counsel for the Council of Industrial Defense, in which he told "why American business is constantly hounded." He found the reason in the envy and suspicion of the many because of the big and sudden fortunes of the few.

With the extraordinary growth of our financial and industrial corporations and the rise of our great cities has come a feeling of jealousy in smaller communities and the suspicion, as Mr. Emery says, "that the great industrial centers are growing at the expense of the country."

Self-seeking demagogues have taken advantage of this envy and suspicion to denounce the corporation, not realizing the service it performs in the maintenance and development of American business, for without capital there would be no corporation and no business.

As a result of this unrest and suspicion, demagogues crowd our legislative halls and stuff our statute books with freak legislation. The astonishing statement is made by Mr. Emery that while in one year the British Parliament enacted only 239 laws, during the last seven years the people of the United States have received an average of 12,000 new laws per annum.

Mr. Emery points out, too, that the corporations are not owned by a few, as most people imagine. He estimates that one out of every twenty families is an investor in the stocks and bonds of some corporation. Returns from 288 principal railroads and industrial corporations show that they have nearly one million and a half of shareholders with average holdings of only 90 shares each.

Proof that Mr. Emery is correct is found in the recent statement of the Pennsylvania Railroad that the dividend just declared goes to over 90,000 stockholders, four-fifths of whom own less than 100 shares apiece and 26,000 ten shares or less.

President Markham of the Illinois Central Railroad says that there are 622,000 stockholders in the railways of the United States with average holdings of less than 100 shares each. Insurance companies have 30,000,000 policyholders and the savings banks have 11,000,000 depositors and the funds of both these great institutions are largely invested in railway securities, so that every policyholder and every savings bank depositor has a personal interest in seeing that the railways and industrial corporations get fair play. Why are not these facts brought out by the corporations? Have they been negligent?

A reader from Omaha writes, "In my judgment, the greatest cause of unrest in this country is a misunderstanding of the size and extent of corporation dividends and profits." He suggests that if, when dividends are paid, the corporations paying them will give the amount of the dividend and the number of stockholders to whom it is to be paid, and the average amount of stock held and the average dividend received by each stockholder, the public would understand that not a few owned our corporations, but that they have an army of shareholders among the thrifty and saving class all over the United States.

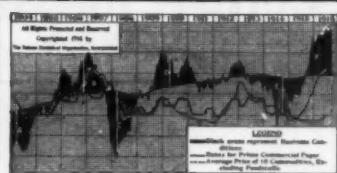
My correspondent further says that "the men connected with the corporations take too much for granted and think that the people are able to draw their own conclusions, while, so far as the great mass are concerned, unless somebody draws the conclusions for them, they will never be drawn by the people."

The acute situation in the railroad world of late should stir the managers of all our corporations to a realization of the fact that their vast army of stockholders, if properly organized, would constitute a most formidable element in creating public opinion. Our great captains of industry are so busy with their multitudinous cares that they have overlooked the specter of unreason and unrest which arises now and then to threaten the confiscation of all property rights and the ruin of all corporations.

Some of these captains of industry are spending enormous sums in various philanthropies, while they have seen the nation drifting toward a condition such as preceded the bloody revolution in France. Is it not time for an awakening on their part, to a realization of the patriotic duty they owe to the nation that has given them their opportunities for success?

The strength of the stock market, under trying conditions, has astonished those who have watched its progress. Perhaps this is

(Continued on page 301)



Knowing What's What

Present business conditions are "uncertain" only for the man who can't anticipate the future. Babson Reports will give you facts you need.

Avoid worry. Cease depending on rumors or luck. Recognize that all action is followed by equal reaction. Work with a definite policy based on fundamental statistics.

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WHETHER it's \$100 or many thousands that you want to invest, you will find it profitable to consider the reliable and convenient investment service afforded by the financial houses which have established special facilities for handling out-of-town accounts. Their invitations to serve you, as they are serving thousands of others, appear in this and other issues of **LESLIE'S**. They can render far more than merely a buying service; they can give accurate and helpful advice, and keep you from unprofitable offerings and direct you to the more profitable ones.

Leslie's

Illustrated Weekly Newspaper

JASPER'S HINTS TO MONEY-MAKERS

(Continued from page 300)

due to the fact that speculators and investors with abundant means, not only in Wall Street, but also in every financial center, still have such an abiding faith in the country's future that they are prepared with ready cash at every manifestation of a sharp decline to buy freely the securities of the better class.

H., Bristol, Va.: Should a stiff reaction occur Union Pacific, Norfolk & Western and Southern Pacific would be excellent purchases.

H., Oneonta, N. Y.: Imperial Japanese Government bonds are dealt in on the Stock Exchange and are readily saleable, but not specially desirable. Anglo-French bonds or the secured French and British issues are safer.

C., Butte, Mont.: It is reported that the Mother Lode Co. is to increase its capital stock from \$5,000,000, par \$1, to \$7,500,000, par \$10, and to issue \$1,000,000 of bonds. The effect of this on the company's future remains to be seen. At best the stock is a long-pull speculation.

M., Brattleboro, Vt.: United Verde Extension Copper is regarded as promising. This is shown in the advance of the stock, par 50 cents, to about \$29. The initial dividend of 50 cents is too small to warrant any higher price for the stock and the latter's speculative possibilities seem discounted.

G., New York: Westinghouse pfd. is a good investment for a business man, though it returns only about five per cent. on market price. I should prefer U. S. Steel pfd., Corn Products pfd., American Sugar pfd., American Smelting pfd., or National Lead pfd., which are fully as safe, with higher income yields.

B., Milwaukee, Wis.: Emerson Phonograph Company has been only a little over one year in business. It is said to be well supplied with orders, but it has not reached the dividend-paying stage. The stock is selling at nearly double par and seems to have largely discounted its speculative possibilities.

B., Dubuque, Iowa: Rock Island is on the way to reorganization and the stock may have to pay a big assessment, but for this good securities will be issued. Wabash common is not a good speculation for a small investor—its prospects of dividends are too remote—but Wabash preferred A is considered an excellent long-pull speculation.

L., New Haven, Conn.: It is impossible to tell what stocks will have "a good upward swing before long." Anybody who could certainly pick out such stocks could make a fortune. Stocks paying good dividends have not a low market price. The standard dividend payers bought on reactions promise to reward the buyer well. Note my column for special suggestions from time to time.

A., Mercer Co., Pa.: Atlantic Refining Co. pays a regular dividend of 20 per cent. on par, \$100. This is only 2½ per cent. on its recent market price of \$800. The stock advanced \$96 per share the week ending Sept. 2, evidently on expectations of the cutting of a melon. With a surplus of \$25,000,000, the company could declare a large cash or stock extra dividend, and it would follow the S. O. custom if it did so. But when the melon will be cut no outsider can foresee.

M., Leavenworth, Kans.: Nobody can tell whether Stewart Mining will advance to former figures. Great Northern Ore pays only a little over 1 per cent. on market price. The property is very valuable, but until it is more largely developed higher returns cannot be looked for. Put your few hundred dollars in seasoned dividend-paying securities, on reactions, such as N. Y. C., Atchison, U. P., Southern Pacific, Pennsylvania, Reading, Lehigh Valley, Northern Pacific, and Great Northern preferred.

S., Rondout, New York: Car Lighting & Power is not a "good speculation." It is a \$25 stock selling at about \$4. Incorporated in 1908, it has paid no dividends and its income account is not obtainable. Colorado Fuel & Iron, selling at less than \$50, is a good long pull speculation. Among other low-priced speculative stocks are Chicago Great Western, pfd., and American Woolen common, which pay dividends, and N. Y. O. & W., Sloss Sheffield common, Union Bag & Paper pfd. and Wabash pfd. A, paying no dividends at present.

W., East Orange, N. J.: The Public Service Corporation of New Jersey is one of the most prosperous of the public utility organizations. Its stock is on an 8 per cent. basis and is an attractive investment at \$131. American Can pfd. is a fair industrial investment, but the company is not paying dividends on common. A preferred stock whose common also yields a return is a safer purchase. In the latter class are U. S. Steel pfd., American Sugar pfd., American Smelting pfd. and American Woolen pfd.

S., Rondout, N. Y.: American Woolen common is paying 5 per cent. and Colorado Fuel & Iron common nothing at present. Woolen is therefore the better speculation. American Woolen pfd. is a good business man's investment. Many would rather have U. S. Steel pfd., American Sugar pfd., National Lead pfd., American Smelting pfd., or Great Northern pfd. The following are among the safest common stocks: Atchison, N. Y. C., U. P., So. Pac., Norfolk & Western, Penna., Reading, and Lehigh Valley. The first mortgage bonds of any of these companies are gilt-edged. First mortgage real estate and first farm mortgage bonds are also sound investments.

G., New York: American Woolen preferred is selling low for a 7 per cent. stock. The price is held

down by the lack of protection for the company's products under the new tariff law. Cotton Oil preferred and American Beet Sugar preferred are 6 per cent. stocks and good industrial investments. Atchison preferred paying 5 per cent. is one of the safest. There is more speculative possibility in the common. U. P. preferred, paying 4 per cent., is also safe. The common is attractive as an investment and has a greater speculative possibility. C. C. C. & St. L. preferred, which has lately resumed dividends at 5 per cent., is a good speculative purchase around 80. Anglo-French bonds and N. Y. C. deb. 6's are good business men's investments.

New York, September 7, 1916.

JASPER.

FREE BOOKLETS FOR INVESTORS

Readers who are interested in investments, and who desire to secure booklets, circulars of information, daily and weekly market letters and information in reference to particular investments in stock, bonds or mortgages, will find many helpful suggestions in the announcements by our advertisers, offering to send, without charge, information compiled with care and often at much expense. A digest of some special circulars of timely interest, offered without charge or obligation to readers of Leslie's, follows:

Loan List No. 6, describing first mortgage loans of \$200 and up paying 6 per cent. will be mailed to any address by Perkins & Co., Lawrence, Kansas.

Those seeking unusual investments will find in "The Unlisted Securities Review" a list of 75 stocks, with quotations, dividend rates and other interesting facts. Send for a copy of this publication and circular 80 to Dawson, Lyon & Co., investment stocks and bonds, 42 Wall Street, New York. Men of sales experience who are able to finance themselves can often profitably combine their selling and investing abilities in exclusive territories. Such a proposition is offered by Educational Motion Picture Machine & Film Co., Dept. 13, St. Louis, Mo.

That investor is most certain to succeed who has the fullest information. Would-be purchasers of bonds would do well to obtain and study a copy of "The Investor's A. B. C. on Bonds and Their Terms." It may be had on request from Liggett, Hichborn & Co., Inc., investment securities, 61 Broadway, New York.

Bonds accepted by the government as security for Postal Savings Bank deposits and that pay 4 to 5½ per cent. and are free from income tax, may be had of the New First National Bank, Dept. 5, Columbus, Ohio. For complete information write to the bank for Booklet E, "Bonds of Our Country," which will be sent gratis.

Banking by mail has proved a great convenience in many localities. The Citizens' Savings & Trust Company, Cleveland, Ohio, a reliable institution, invites deposits from any section of the country, on which it will pay 4 per cent. compound interest. Free Booklet L, which may be had of the bank, by any interested party, fully explains the system. General property is adding to the value of real estate in Oklahoma. Aurelius-Swanson Company, 28 State National Bank Building, Oklahoma City, Okla., offer first mortgages on property in that commonwealth yielding 6½ to 7 per cent. The company will send to anyone who asks for it a descriptive booklet and a list of loans from \$500 up to \$10,000. That widely quoted weekly, "The Bache Review," keeps its readers well informed on the financial and business situation. This publication often enables its readers to discover opportunities for buying desirable securities at attractive prices. Free copies of the review will be sent on application by J. S. Bache & Co., members of New York Stock Exchange, 42 Broadway, New York.

The better class of public utility issues are attractive because of their safety and high yield. Williams, Troth & Coleman, investment securities, 60 Wall Street, New York, offer public utility preferred stocks yielding from 5 to 8 per cent., with enhancement possibilities in the common stocks. Current Letter L, which will be sent without charge to any applicant, fully describes these stocks.

Three interesting publications expounding various phases of the popular partial payment plan have been issued by John Muir & Co., specialists in odd lots and members of New York Stock Exchange, 61 Broadway, New York. These partial payment bulletins are: No. 1, "Planning a Child's Future"; No. 2, "Partial Payment Precautions"; and No. 3, "What Small Amounts May Mean." Each of these will be sent by the firm free on request.

First-class first mortgage real estate bonds are the safest of investments. Bonds in this class based on well-located property in leading cities are recommended and guaranteed by S. W. Straus & Co., 150 Broadway, New York, and Straus Building, Chicago. The bonds yield 5½ per cent. and are in denominations of \$100, \$500 and \$1,000. The house has been in business 34 years and none of its patrons has lost money on securities purchased of it. Send to Straus & Co. for Circular No. H-602, giving all particulars.

Shrewd financiers advise that at least a portion of surplus funds be invested in farm mortgages. This advice can be followed by anybody who possesses \$100 or upwards. American Trust Company of St. Louis during the past 15 years has invested over \$30,000,000 in farm mortgages for its clients without loss of a dollar. The company is strong and state-inspected. Its illustrated book No. 120, "Farm Mortgages," gives full details and will be sent to anybody who writes for it to Investment Department, American Trust Company, St. Louis, Mo. Opportunities to make money by investment in real estate are still to be had, notwithstanding so much of the country has already been developed. A chance of this sort is recommended by the Northwest Townsite Company, 304 Chestnut Street, Philadelphia, and many investors are taking advantage of it. The company sells on easy payments—\$25 down and \$10 per month for 60 months—a centrally located property in each of 5 growing cities on transcontinental lines in the great Northwest. The company also desires the services of high grade salesmen. For 10 cents it will mail you its richly illustrated book, "The Way to Win," which gives a clear idea of its enterprise.



(Scene: Pullman smoking compartment. Judge Kirkland and Lawyer Roberts continuing a conversation begun at dinner.)

"Life Insurance Without Agents is a Distinct Public Service"

Timely Talk on a Vital Subject

Lawyer: "Well, this business of selling direct-by-mail throughout the country is a pretty big thing, and some of my clients say that in the interests of local merchants, the States ought to find some way to check it."

Judge: "I don't see how they can check it. Selling merchandise is an interstate business. I can sell and you can buy in the best market wherever it is. What can any State do about it?"

Lawyer: "You're probably right, I'll admit. The States can't very well put the 'kibosh' on interstate business."

Judge: "Certainly not, and I doubt if the States can hold up arbitrarily a direct-by-mail transaction which does not come under the head of interstate commerce."

Lawyer: "How's that?"

Judge: "Well, take life insurance. The Supreme Court has decided that life insurance isn't interstate commerce, yet policies are written for people all over the country, and have been for years."

Lawyer: "O, you mean by the Postal Life?"

Judge: "Yes. The Company hasn't any agents and never

has had. The applicant deals direct, personally or by letter. Of course, the State may think it ought to have some tax or license, but for what? Uncle Sam carries the letters. Where does the State come in?"

Lawyer: (laughing) "Guess you're right. I wrote the Postal once myself just to find out how the Company did business but I never followed it up."

9½%
Dividends Guaranteed on your Policy and the Usual Contingent Dividends Paid Besides.

Judge: (laughing) "I go you one better: I not only wrote 'em, but took out a policy nine or ten years ago and have carried it ever since."

Lawyer: "How about the cost?"

Judge: "Lower than in other companies for the same kind of insurance—legal reserve—and besides that they give me a free medical examination each year just so I can keep in trim."

Lawyer: "That's pretty good. You live in Idaho and deal with a New York company by mail. Did you ever look the company up?"

Judge: "Only to know that it is chartered and licensed by New York State, whose laws are very strict, but I called on 'em when I was in New York last June. They're just going into their new building on Fifth Avenue."

Lawyer: "Is that so? Believe I'll have 'em figure on a policy for me."

Judge: "Don't think you could do better. Life insurance without agents is a distinct public service. The Postal saves you money, safeguards your health and will treat you right in every way. I'd take another policy myself if I hadn't passed the age-limit."

That tells the story. Thoughtful insurers like Judge Kirkland take policies with the Postal and not only hold on to them but are disposed to take new insurance, while those like Lawyer Roberts who at first write out of curiosity, eventually find they can save money by taking a Postal policy and they do it.

Find Out What You Can Save at Your Age

You should take advantage of Postal benefits and economies. Call at the Company's office or simply write and say "Mail insurance particulars as mentioned in LESLIE'S WEEKLY of September 14th." In your letter be sure to give

1. Your full name.
2. Your occupation.
3. The exact date of your birth.

You will receive full information based on official reports regularly filed with the New York State Insurance Department. Writing places you under no obligation and no agent will be sent to visit you. The resultant commission-saving 50 to 100 per cent. because you deal direct.

POSTAL LIFE INSURANCE COMPANY

WM. R. MALONE, President

Thirty-Five Nassau Street, New York



NEW POSTAL LIFE BUILDING

8% First Mortgages

SAFETY Doubly Assured
by conservative Bank recommendations and MILLER-SERVICE. Invest your money at savings banks and insurance companies invest theirs.

MILLER-SERVICE
safeguards each first mortgage by every possible defensive protection, including resistance of interest on the very day due; payment of taxes; renewal of fire insurance policies before maturity. All titles fully and cautiously examined and all papers executed by best legal counsel.

Our comprehensive knowledge of local conditions, combined with long, successful, conservative banking experience, secures maximum returns while practically eliminating risk.

G. L. MILLER & CO., Inc., 5 Bank & Trust Co. Bldg., Miami, Fla.

Leslie's Travel Bureau

which appears in the first and third issues each month will give specific information to Leslie's readers who are planning to travel at home or abroad. Correspondents are requested to state definitely their destination and time at which proposed trip is to be made. This will facilitate the work of the bureau. Stamps for reply should be enclosed.

Address

Editor Travel Bureau, Leslie's Weekly
225 Fifth Avenue :: New York City



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You can do it with our help. The modern executive accountant or "C. P. A." is the "Chief Engineer" of business—one of the best paid specialists of the day. Only two thousand Certified Public Accountants in the U. S.—500,000 firms provide unlimited opportunities for expert accountants and auditors.

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The detailed costs of operation and management are at his finger tips. His reports and recommendations are sought and closely followed in all lines of business. That is why he is a valuable advisory chief in any organization. He knows auditing, cost accounting, business organization and management, business, law, etc.

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Under the personal guidance of Certified Public Accountants, headed by William Arthur Chase, Ex-President National Association of C. P. A. Examiners, Ex-Secretary Illinois State Board of Accountancy. We can positively show you how you can qualify at home, without loss of time, for an important accounting position or C. P. A. examination, without interference with your present duties. Knowledge of bookkeeping unnecessary. We train you from the ground up, giving, if desired, full or review course in bookkeeping without extra expense.

Send for our big free illustrated book telling of opportunities, State C. P. A. examinations, salaries paid expert accountants and complete information regarding our training. Special reduced rate and convenient payment plan to those enrolling now. Send for particulars, LaSalle Extension University, Dept. 951-HChicago The World's Greatest Extension University

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Treating of investments from the standpoint of the Investor

The Magazine of Wall Street

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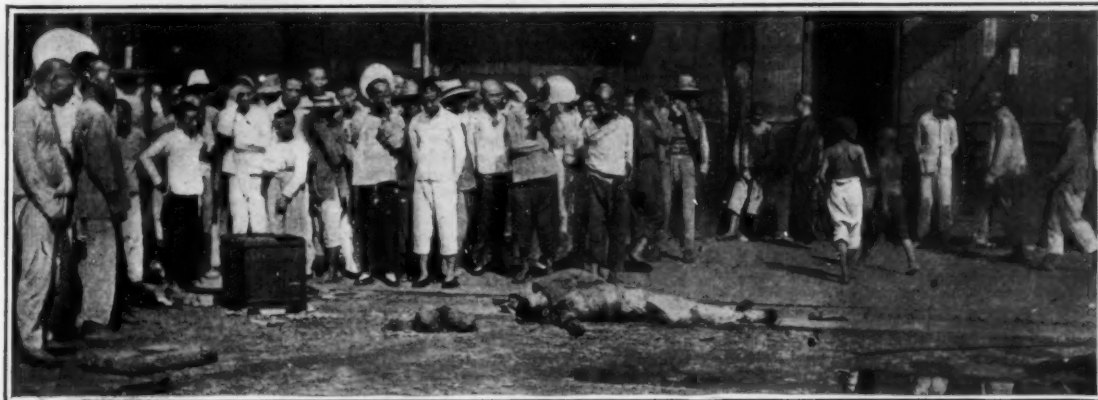
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THE MAGAZINE OF WALL STREET

Dept. L. W.
42 Broadway New York

LATE NEWS IN PICTURES



RIOTS IN HANKOW, CHINA, CAUSE GREAT LOSS OF LIFE

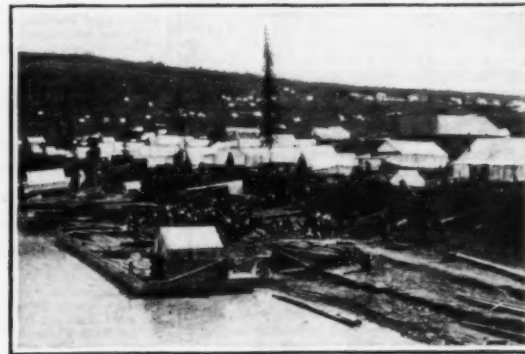
Violent anti-government rioting took place in Hankow, China, on the night of July 30th, hundreds of Chinese and many foreigners being killed. The rioters, armed and wearing badges, emerged from the Japanese concession and killed, burned and looted at will until

marines were landed from the U. S. S. *Palos*, when they returned to the Japanese concession. Later the *Wilmington* was ordered to Hankow to assist in maintaining order. The photograph shows a crowd viewing looted shops and a murdered shopkeeper.



RUSSIANS LANDING AT SALONIKI

The Russians were the last of the Allied powers to send troops to Saloniki, but they now have several divisions there and it is said that more are on the way. The Italians preceded them only by a few weeks. All the Entente allies except the Belgians are now represented by troops at Saloniki. One of the first effects of the great demonstration of power by the Allies in this quarter was the winning of Greece to the Entente cause.



THE LATEST GOLD CAMP IN ALASKA

Ruby, in the Yukon Valley, is the newest gold camp, and, as the photograph shows, it is a tent city. The strike there was made in mid-summer and a rush followed, which resulted in a community of many hundreds being built up in a few days. Considerable gold has been taken out, but the real value of the strike is not yet established. Several other new camps have been opened up in the Yukon region this year.

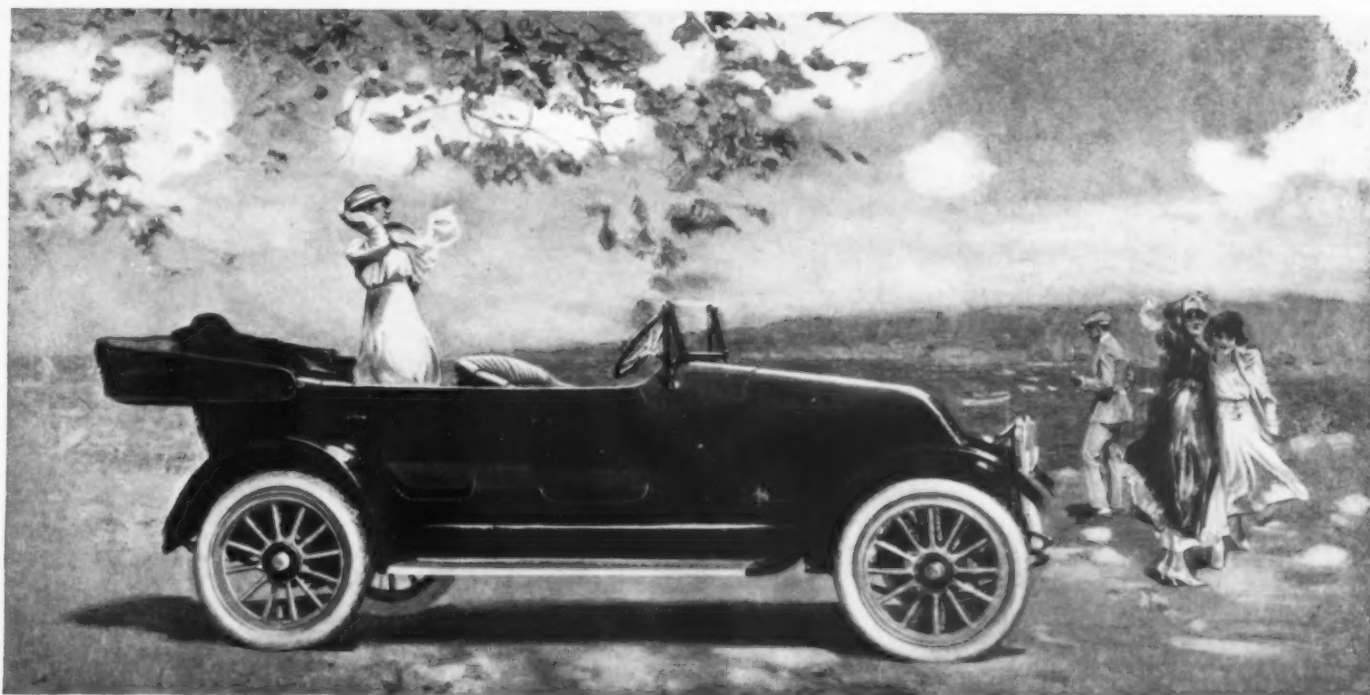


PUSHING GREECE INTO THE WAR

Popular demonstration in Athens in honor of M. Venizelos, the former premier, who has, since the early days of the war, urged that Greece should actively side with the Entente. The portrait on the banner is that of Emmanuel Bianchi, mayor of Athens and an ardent

Venizelist. The king of Greece has been pro-German, and the queen, who is the kaiser's sister, has exerted all her great influence against the Allies, but without avail. Events and popular sentiment have forced Greece into alliance with the enemies of Germany.

In answering advertisements please mention "Leslie's Weekly"



The Franklin Touring Car—Weight, 2280 Pounds—Price, \$1850 F.O.B. Syracuse, N. Y.

The FRANKLIN CAR

AS SOON as a motorist gets critical about the way a car performs—he is headed straight for the Franklin Car.

For the Franklin Car stands today, as it has stood from the beginning, for *Comfort, Safety and Economy*.

And all experience goes to prove that the only way to attain these factors in any efficient degree is through the Franklin principles of *scientific light-weight and flexibility*.

Franklin Scientific Light-Weight Means Just This—

Build each part of the *strongest* material for the work it has to do—and *proportion its size* to exactly the strength needed for that work.

Then you will get a mechanism equally strong all over—*no excess weight anywhere*.

It is often assumed that excessive size of parts guarantees extra safety.

Excess weight always means *rigidity*—and rigidity always means lack of comfort, lack of economy, and a definite loss of safety.

Now, mount this evenly balanced, *flexible* mechanism on the Franklin *resilient wood frame*—and you have a car that is flexible all over.

A car that eases itself and its riders over all roads.

Here Are Facts Every Motorist Ought to Know

The heavier a car and the more rigid it is—the more it will pound the road; the more the parts will wear; the greater the cost of gasoline, tires, repairs and upkeep; the higher the depreciation; the less the comfort and safety in driving the car.

The Franklin Touring Car weighs only 2280 pounds. It is stronger, easier riding, easier to control, than a 4000-pound car—and twice as safe.

To the thoughtful motorist—the man who is thinking about his car in terms of use, of the safety of his family and himself, of the investment value of his car and *what service he ought to get in return for running expense*—the Franklin Car is worth seeing.

Touring Car	2280 lbs.	\$1850.00
Runabout	2190 lbs.	1800.00
4-Passenger Roadster	2250 lbs.	1850.00
Cabriolet	2550 lbs.	2650.00
Sedan	2585 lbs.	2750.00
Brougham	2540 lbs.	2700.00
Town Car	2680 lbs.	3000.00
Limousine	2690 lbs.	3000.00

All prices F.O.B. Syracuse

FRANKLIN AUTOMOBILE COMPANY, Syracuse, N. Y.



1917 POMPEIAN BEAUTY PANEL
by Forbes

Cut Off, Sign and Send

The Pompeian Mfg. Co.,
23 Prospect St., Cleveland, Ohio

Gentlemen: I enclose 10c in coin (dime preferred) for a Mary Pickford Art Panel. For letting me have this picture for only 10c I will gladly speak a good word to my friends about Pompeian products, if I like them.

Name.....

Address.....

City..... State.....

"Most Popular Woman In All the World"

Do You Know Why?

By Frederick Wallace, July Motion Picture Magazine

Note: No living woman is so universally known and beloved as Mary Pickford. In Australia, for instance, she is as popular as in America.

"Is Mary Pickford a great actress or only a very lovely charmer?"

Pages have been devoted to this topic. First, she is undeniably the most popular of screen stars. On Mary Pickford nights we give the baby soothing syrup, put on our best bonnet and sally forth, a whole street at a time.

What is this appeal? Frankly, I do not know. It is a something called "personality," in its highest sense, that draws everyone to her and makes them laugh when she laughs and weep when she sheds tears. She is the most humanly irresistible, appealing thing I ever saw.

Another thing is her sincerity; not the veneer that many of us put on to cloak our deeds, but the real, dyed-in-the-wool, honest-to-goodness sincerity that about one person in a thousand has.

Then she is so adorably feminine, from her curls to her toes. She can storm, but she storms like a warm-hearted human woman, not a virago; she can coquet, but it is never the cold-blooded type of flirting. Mary Pickford could not be cold-blooded if she tried. Mary is child, sweetheart and friend to the whole world.

I have been following her up for years, but I do not know yet if she can act, nor does anyone else with a real heart. I guess hers must be the highest type of art, the art that conceals art; but whatever it is, may I live to enjoy it for many years.

Art Panel Now Ready

Miss Pickford has granted to the makers of Pompeian toilet preparations the permission to offer the first Mary Pickford Art Calendar.

To Miss Pickford: We here publicly thank you. We deeply appreciate the trust you have placed in us, and assure you that we have spared no expense to produce in exquisite colors an Art Panel worthy of the girlish charm and beauty of you, the world's most popular woman.

Size of Panel, 28 inches long by 7 1/4 wide

Helpful Hints



Take a cloth. Dip it in Pompeian NIGHT Cream. Go over face and neck with this cooling, snow-white cream. Oh, so soothing! So refreshing! Now remove excess cream with dry part of cloth. Then a dash of cold water. Result? Skin soft, clear, relaxed. You feel refreshed and look years younger and prettier. Try Pompeian NIGHT Cream tonight before meeting friends or upon retiring. It also solves the complexion problems of women who motor. Motorists' tubes 25c. Jars, 35c & 75c, at the stores.



Your Husband's Hair? Does It Worry You?

Good-looking hair! Healthy, vigorous hair! Ah, there's the final touch to a good appearance. Neglect of the hair brings on Dandruff and Scalp Itching. How unsightly both are! Dangerous, too. Premature baldness often results.

Shouldn't you tell your husband about our new preparation, Pompeian HAIR Massage? It is a clear, amber liquid with six finely combined ingredients. Every day we hear of truly remarkable cases where Pompeian HAIR Massage has given relief from Dandruff after other and most expensive treatments have failed. If you value your husband's appearance you will show him this suggestion, or, better still, get him a bottle. You, too, will like it as a hair dressing. Delightful to use. Price 25c, 50c & \$1, at the stores.



Oily skins are particularly benefited by Pompeian MASSAGE Cream. As it rubs in and rolls out of the skin in its own peculiar way, it removes excess oils from the pores and reduces face shine. Very refreshing and wonderfully cleansing. In short, it purifies and youthifies the skin. Use it before meeting people and you will look your best. Jars, 50c, 75c & \$1, at the stores.